

The advantages of arriving in a Mercedes:

Before we look at any of the other advantages, the first fact is you've a better chance of arriving at all.

Because one thing all the experts will agree is that Mercedes-Benz are just about the safest cars on the roads today.



280SE

As the Guardian motoring correspondent put it: 'Any valuable executives involved in a car crash in the 'S' class have a better chance of walking away from the wreckage than in any other luxury saloon in Europe today.'

Even so you're probably not going to buy a Mercedes for safety alone.

So what else have we to offer?

You arrive in comfort.

Obviously there are a lot of things we could say about comfort in a Mercedes-Benz.

But let's just take the seats as an example. Because a lot of people's first reaction to them is they're hard.

Well, how long is it since anyone recommended sleeping on a soft bed?



230.4

Mercedes-Benz seats are firm, in fact orthopaedically designed, to give your body the support it needs.

So that even after a 300 mile journey you're still ready for more.

So that even after a London jam you'll still be able to find your feet.

As the Times correspondent, recently traffic-bound for 2½ hours, simply said:

'It was a tribute to the comfort of the 230.4 that the ordeal was not as frustrating as it might have been.'

You arrive on time.

Let's be quite honest, on today's crowded and restricted roads, a tremendously high top speed is no longer what's needed.



280CE

What you need now is a car with a flexible performance—the kind that's just as happy on the North Circular as it is cruising up the M1.

The kind that won't let you down in the wet.

Won't swerve you out of line when you brake. Won't hesitate when you put your foot down to accelerate.

Or as Car recently said of the 280E, makes it impossible 'to induce a situation where the car behaves unpredictably, regardless of surface or speed'.

With the result that you can almost unintentionally put in very high average speeds.

And when you think about it, isn't that, today, what you really want?

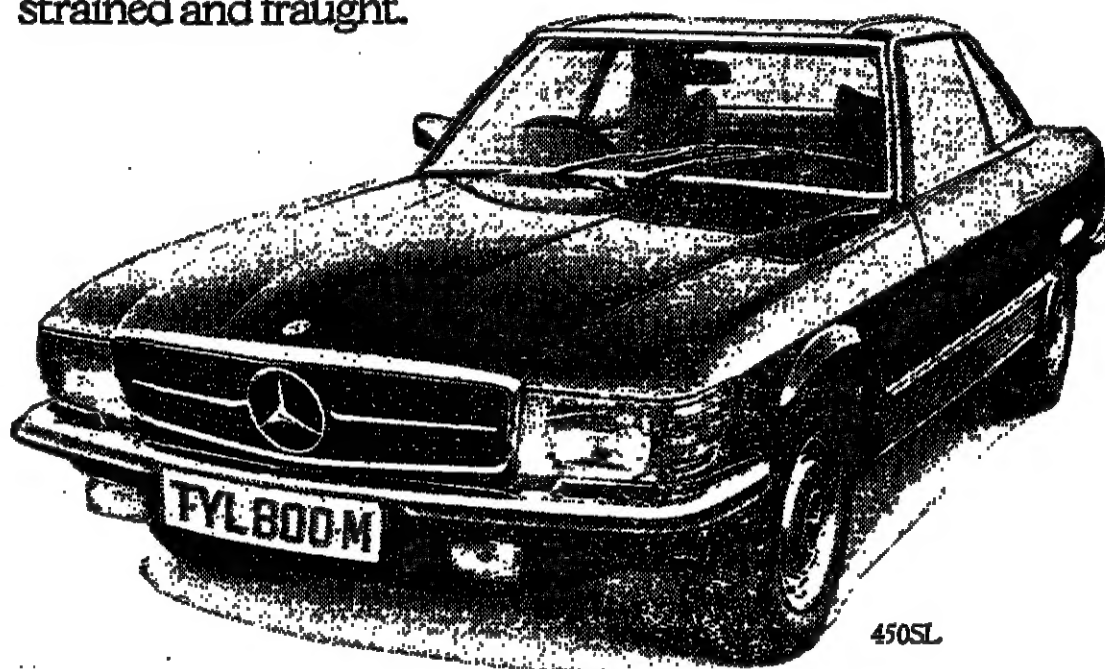
You arrive feeling fit for business.

You know how it is when you have to drive anywhere to keep an appointment:

A slog up the motorway is never going to help your pitch for that multi-million pound contract.

A battle through the city will hardly help towards a relaxed new business presentation.

So it's perhaps as well to know that everything in a Mercedes-Benz is designed to prevent you feeling tense, strained and fraught.



450SL

In short, to make driving as effortless as it can be. And who knows, maybe even relaxed enough for you to solve a few of your company's problems on the way.

You arrive with a subject of conversation.

Naturally levels of interest in the car will vary.

The more technically-minded might like to hear about your 450's starting torque compensation, for instance. (Under heavy acceleration it actually prevents rear end squat.)

But more than likely they'll simply be interested in the washers and wipers you've got on your SLC's headlights.

Or your standard central locking system. (Watch as you turn that key. They'll all want to know if all the doors, the boot and petrol cap really have locked at once.)



450SLC

Whatever everyone chooses to talk about, though, one thing's for certain—they will talk.

And whenever people do that, you can always be sure of one other thing too:

Everyone knows you've arrived.



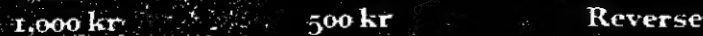
Mercedes-Benz



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A strictly limited issue



The reverse design in both cases is of Iceland's land spirits - a bull, a bird, a dragon and a giant - which

Struck at the Royal Mint

^aThe Central Bank reserves the right to vary the selling price in the event of significant fluctuations in the price.

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Address _____

County or postal code _____
(BLOCK LETTERS, PLEASE)

This offer excludes the USA and Canada, where a separate announcement will be made.

Nurses not to step up industrial action

Speaking at the National and Local Government Officers' Association annual conference, Mr Gardner attacked the "strange concept" of the "social contract". No one seemed to know what it meant, he said. But the union was sure of one thing that its "social contract" was with its members. Nalgo would no longer tolerate the imbalance between the public and private sectors.

St. Albans Crown Court. He became bored with the proceedings, and set out to release a bottle of laughing gas into one of the courtrooms. Before he could do so, however, he was arrested for stealing the bottle.

After yesterday's hearing Mr. Balogh thanked Mr. John Vinlott, QC, who had been in-

Robbery case remains

David George Carrington, 30, of Chaplin Road, Cricklewood, London, appeared before the Central Criminal Court yesterday accused of an armed robbery at a New Street jewellers on June 26. Carrington was remanded in custody.

Robbery case remai
David George Carte.
Chaplin Road, Crickle
London, appeared before
borough Street magi
yesterday accused of an £
armed robbery at a New
Street jewellers on June
was remanded in custody

Proper approach to loss of future earnings

defendant had carried out repairs costing about £56.

Although in *Wells's* case the court had imposed a certain limitation on the wide words of the section, in general the Act had to be taken as

It was perfectly reasonable and logical that, when the buyer was the expert and the seller might be the amateur, and the buyer made an examination of the goods in his capacity as an expert and then proceeded to pronounce on the

The justices were wroth
case would be remitted
with a direction to con
hearing.

Mr Justice Park and
Forbes agreed.

Solicitors: Sharpe, P
Co for Mr W. A. Harris
allerton.

Trade Descriptions Act applies to buyers

astonished to discover it advertised for sale at £136. It was a Ministry of Transport certificate. The defendant had carried out repairs costing about £56.

Although in *Hell's* case the court had imposed a certain limitation on the wide words of the section, in general the ACR had to be taken as

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ro bedecked with Stars and pes in readiness for sident Nixon's arrival today

Martin
Nixon will arrive tomorrow to a welcome anything afforded by the Egyptian government. Khushfey visit a the Egyptians have to ensure that a visit will be the Mr Nixon's Middle East tour.

The Watergate been studied by the Egyptians, the Egyptian government has to ensure that a visit will be the Mr Nixon's Middle East tour.

Operations are any visit will be an display of the new ship between two Avenues of Stars an unfamiliar sight, a Egyptian flatter with the Egyptian the city a festive

There have been build- arches and erect- of Mr Nixon and ist, a vast security been in progress, ce and troops have eas through which sidents will pass. n helped by more American secret down in for the

planned train Cairo to Alex- not been left to ican helicopters es taking part in al mine sweep 130 miles of wo presidents will stop on the way

Seoul defies Japan's warning on relations

**From Peter Hazelhurst
Tokyo, June 11**
Japan's relations with South Korea came under further strain today when a senior Foreign Ministry official informed Mr Kakuei Tanaka, the Prime Minister, that in spite of past assurances the South Korean authorities were determined to prosecute Mr Kim Dae Jung, the Korean Opposition leader, who was kidnapped from a Tokyo hotel 10 months ago.

The official, Mr Masao Takashima, who returned from Seoul last night, also told Mr Tanaka and senior members of the cabinet that President Park Chung Hee had decided to charge two Japanese citizens with political offences, in spite of recent warnings by Tokyo that the proposed trial would impair ties between the two countries.

Mr Kim Dae Jung was abducted by South Korean intelligence agents in August last year and released near his residence in Seoul. The Japanese government, which has since requested the South Korean regime to issue an exit permit to Mr Kim, the latter is President Park's main political rival and was kept under conditions similar to a house arrest last year.

After receiving a vague assurance from Seoul that Mr Kim would not be prosecuted for "political offences" Mr Tanaka decided to resume aid to South Korea in December last year.

The issue came to a head last week when the South Korean authorities decided to ignore pressures from Tokyo and instructed Mr Kim to appear before a court to answer charges that he had violated the country's electoral laws when he contested the presidential election in 1971. He had alleged that President Park was planning to control South Korea as a "generalissimo".

The Japanese warning on relations between the two countries concerned President Park's plans to prosecute two South Korean leaders who had been arrested under South Korea's rules restricting political activities after they had apparently established contacts with and assisted dissident students this year.

Mr Takashima said that the South Korean authorities planned to put the two Japanese on trial on Saturday while emphasizing that it did not intend to interfere in the internal process of law in South Korea.

Tokyo, June 11.—The Tokyo High Court today jailed a Korean for life on several counts which included shooting two people dead and holding 13 others hostage.

Kim Hi Ro, aged 45, had shot two men at night club in Shinjima, in central Japan, in February, 1968. Armed with a rifle and dynamite sticks, he held the police at bay for 88 hours, holding 13 people hostage at an inn.

The court quashed a lower court decision acquitting him on two of the counts.—Reuter.

One way to ease the burden on a prisoner's family

There are all the questions of money, and there are problems with children and a million other things," she says. "We provide a back-up service, a group of people who can listen to problems and try and sort them out, mind the children if the mother prefers to go for the visit alone. We think the visit presents a moment of crisis."

But she has asked Pentonville—and been turned down—to let the men come over to spend their visits at the centre with their families. "This would be a way for them to establish proper normal contact," she would like to model this on a scheme run by the Griffin Society, whereby prisoners from all the women's jails can meet their children for informal half day visits at the society's hostel in Camden Town.

Mr Douglas Curtis, London and south-east regional organizer of NACRO (National Association for the Care and Resettlement of Offenders) is very much in favour of visitors' centres. "So many people have to spend hours hanging around waiting for their visit, in the road, or at the station, getting cold, with their children crying, that some of them simply can't cope, so never visit at all."

There are now centres attached to 16 of the 80-odd jails in the country, and probation committees are being encouraged to spend more money on visiting. But Mr Curtis feels that there are other, more important factors than sleeping together and playing for two days with the children that will keep a marriage going. "The whole business of prisoners' pay is crucial. If wives are on social security, the man loses all authority. Why not pay him the proper rate for the job he does inside, and give him some status?"

And he, too, is pessimistic about the future of proper family centres inside jails. "Conjugal visits raise a lot of problems in people's minds. What about the morality of them? What about men who have girl friends? What about security?"

And yet very keen support for family centres comes from an unexpected source. Mr Percy Russell, Chief Probation Officer for Hampshire, and a long-time campaigner for improving prison visiting conditions, says he cannot see the objections to them. "Centres could be built on to the prison walls. There wouldn't be a security risk: no one would mind being searched. You want to rehabilitate prisoners, not destroy them."

Mr Russell is responsible for setting up a house on the Isle of Wight where wives with husbands in Albany, Camp Hill and Parkhurst can spend four days at a time and be granted an extra amount of visiting time each day. "In this way families can't just have that same conversation about facts over and over again that they have with normal visits but have to get down to real conversations about themselves."

Between 90 and 100 families spend time at the house each year. Mr Russell has also pressed the prison authorities to let the men come out and visit their families in the house. "But they won't allow it," he says. "It's all very middle class. I have never understood why if a man commits an offence society should turn him into an unwilling monk and his wife into an unwilling nun."

Caroline Moorehead



Mrs Margaret Tuttle: 'We cannot see any other way of keeping our families together.'

nunist takes

Britain
Vietnamese Communist 200 soldiers wounded yesterday. A half of them in communist counter-attack forces in the district at 25 miles north of the Cambodian border. Ben Cat, a Government outpost was hit after an attack on communist camp. Casualties: 122 killed by communist forces in battles of two more villages destroyed in air strikes.

said that fierce aircraft fire was noisy. I attention, being on the fighting, there were still a with high cam- ern: coast area. ment: soldiers and 23 wounded in troops under mm mortar fire. ger base, Camp south-west of in province, on ed Government killed and 17 a battle in the land part of the communist soldiers killed.

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re two sides met ne since the end e regular joint mitee meeting. nnamese spokes- wards that the agreed to with concessions at ing on Thursday, id discuss again sion of the com- ons' diplomatic

Peking told of Pakistan's concern at Indian bomb

**From David Bowman
Peking, June 11**
Pakistan has neither sought nor received a guarantee of Chinese protection against Indian nuclear weapons, it is reliably understood in Peking.

Mr Aga Shahi, the head of the Pakistan Foreign Ministry, had talks at the weekend with Chinese officials, including Mr Teng Hsiao-ping, Deputy Prime Minister. The Pakistanis are believed to have reiterated the concern which they have already expressed to the other four nuclear powers, including Britain, in connection with the recent Indian explosion.

Pakistan's aim is to see the United Nations Security Council's resolution number 2364 of 1968 strengthened to enable the original five nuclear powers to warn off immediately any other nation planning to use such weapons in warfare. This would involve, among other things, the removal of the resolution from the provisions concerning the Security Council veto. The Chinese side, it is understood, has promised to consider this proposal.

The Chinese have also reiterated their own position that all nuclear weapons should be banned and destroyed, that nuclear powers should ensure that they would never be the first to use such weapons, and that they should guarantee not to use them against non-nuclear countries.

The Pakistanis have emphasized what must already be of concern to the Chinese, that the next two countries likely to develop nuclear weapons are Israel and South Africa and that this is a question of profound importance to the developing countries of Africa and the Middle East.

To offer a nuclear umbrella even to such a close ally as Pakistan would be a completely new departure in Chinese foreign relations. But Peking cannot fail to be worried by the threat of a further break-up of Pakistan, the face of an Indian nuclear threat, which would be to the strategic advantage of the Soviet Union.

Detente theme in Soviet elections

**From Edmund Stevens
Moscow, June 11**
Candidates for election to the Supreme Soviet, the country's parliament, are being chosen throughout the Soviet Union. Through their victory on election day, June 16, is assured under the Soviet system, they none the less go through some motions of campaigning, mainly in the form of address meetings to their constituents.

The floodgates of activity were opened last week by members of the Communist Party's Politburo, whose speeches in abbreviated form are broadcast, televised and published in the central press. Although they predictably all sided with the party line, there are some intriguing new answers and shades of emphasis, especially on foreign policy and defence.

Last Tuesday Mr Leonid Brezhnev, the Soviet leader, told Mr Averell Harriman, the veteran American diplomat, that in the election campaign the major emphasis would be on detente and peaceful coexistence.

Mr Alexander Sholepin, chairman of the Soviet Trades Union Congress and a former KGB chief, spoke last Monday in a rural constituency near Leningrad. The published version gave foreign policy three paragraphs.

He was quoted as saying that Soviet efforts had laid a good basis for detente, but he warned his audience that this was only a start, because the forces against detente were still strong and active, and therefore "our party will do everything to strengthen our defence capacity".

The following day Marshal Gribnev, Defence Minister, wrapped up detente in two brief paragraphs, saying he was for it but with the proviso that one should be prepared to cope with "the most unexpected turns, dangerous provocations and adventures by the foes of peace and security".

On Wednesday came the turn of Mr Yuri Andropov, head of the KGB. He too endorsed the policy of detente, which he defined as a "peace offensive".

In his speech to his constituents Mr Andropov, the Foreign Minister, predictably concentrated on foreign policy.

"Soon the next visit of the American President to Moscow is scheduled. We are earnestly preparing for that new visit at the highest level, and it should be clear that the success of the preceding meetings", he said.

Illness may set back Panov departure plan

Moscow, June 11.—Valery Panov, the ballet dancer, fell ill in Leningrad today and may not leave for Israel until Sunday, a friend said tonight. He still planned to collect his visa on Wednesday.

His illness was described as "extreme fatigue brought on by too many troubles and unexpected events".

He was due to leave on Friday with his wife Galina.—Reuter.

Mr Lee in troop cuts talks

**By Henry Stanhope
Defence Correspondent**
The Singapore Government confirmed yesterday that it is expecting Britain to run down the force of 2,250 troops still stationed on the island.

Mr Lee Kuan Yew, the Singapore Prime Minister, will demand details of the timing of the withdrawal when he visits London next week, an official statement in Singapore said.

It was on "Although British Government decisions are expected to be announced later in October this year, the Singapore Government would like to have earlier indications of British thinking on a likely timetable for the release of properties occupied by them. This will help in planning their conversion for other uses."

No final list of meetings has yet been prepared for Mr Lee's visit, but it is expected that he will see both Mr Callaghan, the Foreign Secretary, and Mr Mason, the Defence Secretary.

The official Whitehall line on any questions relating to defence spending is that the process is continuing and that no decisions have been taken yet.

Changes in new Whitlam Cabinet

Opposition
The Australian today allocated new portfolios: reshuffling of a but no major

attaches to the floored Dr Finn try leader of the mained Minister aded with an his ministry to industries. Assis- on, and the Gov ty review effec- tion policies cy and secondary considerably in ce in trade and

Senator John Wheeldon, the only new minister, became Minister for Repatriation and Compensation with additional responsibility for supervising the organization of the new Australian Insurance Office.

Senator R. Bishop became Postmaster General in place of Mr Lionel Bowen, who was thus enabled to concentrate solely on his portfolio of Special Minister of State and Minister assisting the Prime Minister.

Mr Clyde Cameron took over the post of immigration previously held by Mr Albert Grassby, who lost his seat at the elections.

Mr W. L. Morrison, Minister for Science, will also act as assistant Minister of Defence to Mr Lance Barnard, the former

Mr Wilson has lunch with Saudi Prince

By Our Defence Correspondent
Prince Fahd ibn Abdul Aziz, brother and probable successor of King Fahd of Saudi Arabia, lunched with Mr Wilson yesterday. He is on a short but important visit to London.

Earlier the Prince met Mr Callaghan for an hour.

One of the items of interest to Britain has been the developing relationship between Saudi Arabia and the United States. Prince Fahd and his party are on their way back from Washington, where they signed an agreement guaranteeing substantial military and economic cooperation.

Why a child's earache should never be ignored

In my last article I discussed coughs and colds with the aim of getting the problem into perspective and indicating the limitations of antibiotic treatment. Whereas the child with frequent coughs and colds often does not have a serious problem, the child with earache usually has. I am often concerned by the manner in which a mother describes her child's "runny ear"—almost as though it is one of the natural accompaniments of childhood. A runny ear in the sense that there is pus (matter) coming from it is always serious.

The early discharge from the ear which is not serious is that due to wax but this is orange or brown and less runny than the yellowish watery discharge of pus. Wax is formed in the ear passage in order to keep the ear canal dry. It flows naturally to the outside where any excess can be wiped away during bathing. Cleaning out the ear with cotton wool is unnecessary and has the additional disadvantage that it may irritate the child to poke other things into his ear.

The most common reason for earache is inflammation of the middle ear (otitis media). This part of the ear houses the delicate lever system immediately beyond the eardrum. Inflammation of the outer ear—the pas-

sage leading down to the drum is another cause of earache. Pain in the ear can also result from inflammation of the throat alone. This is the result of referred pain through a common pathway for the nerves from the two sites. It accounts for the severe pain which may be felt in the ears immediately after removal of the tonsils.

The decision as to which of these three is the cause of the earache requires an examination of the ears and throat. Inflammation of the outer ear causes acute pain when the ear itself is moved, so lying on the ear is painful. On the other hand, because the middle ear is housed inside the skull bones, the pain from inflammation there is not increased by movement of the ear.

Early antibiotic treatment of middle ear inflammation has reduced enormously the incidence of complications, particularly deafness and mastoiditis. However, middle ear disease remains the commonest cause of acquired deafness. Earache is therefore one of those symptoms requiring an early medical opinion and a runny ear usually indicates a delay in treatment. Pus in the middle ear causes the eardrum to bulge and this is visible through an auriscope.

The treatment for this is myringotomy, an operation in which the eardrum is punctured in order to let out the pus. It is always preferable that this should be performed surgically rather than allowing the disease to progress to the point at which the eardrum bursts. The surgeon can pick an innocuous area of the drum for his puncture, whereas spontaneous bursting of the drum can be in a vital spot.

Thanks to antibiotic treatment the operation of myringotomy is seldom required today but the common problem of "glue ear" may be a result of antibiotic therapy, since in developed countries this has largely replaced the problem of discharging ear. In this condition the middle ear is filled with a sticky mucus from which no bacteria are grown. This prevents the eardrum from moving normally so as to conduct sound to the brain, causing the child to be deaf in the affected ear.

Glue ear may respond to medical treatment with anti-inflammatory drugs, but very often it requires the insertion into the drum of a very small tube called a grommet. The drum is pierced and as much as possible of the sticky mucus sucked out. The grommet is then inserted into the drum allowing mucus to escape through it over the next few weeks. The grommet usually drops out of its own

accord in time, and being so small is often not noticed.

To reduce the risk of further attacks of otitis media, the surgeon may decide to remove the adenoids. These are similar to the tonsils in that they are composed of lymphoid tissue which protects against infection. However, since they are located at the back of the throat just above the uvula, they differ from the tonsils in that they cannot be seen through the mouth without the use of a special instrument. When they enlarge they block the Eustachian tubes; these lead from the throat to the middle ear in order to keep the air pressure equal on both sides of the eardrum.

It is because of the shape of the Eustachian tubes that otitis media is more common in young children than in adults. In the young this tube is short, wide and straight, whereas in the adult it is long, narrow and bent. Consequently, infected material can more easily reach the middle ear from the throat in children, especially in babies who spend longer lying down. It is to prevent mucus from going down the Eustachian tube that babies should always be propped up while feeding.

Hugh Jolly

Dr Jolly regrets that he is unable to enter into correspondence.

A woman's life on the local council

Local politics may not, on the face of it, seem to be an especially glamorous, exciting or even rewarding job for a woman. In fact, many of my friends thought it rather odd when a fairly radical-thinking outsider like myself decided to take the plunge.

Yet after only one year as a district councillor, I would categorically say it is one of the most underestimated areas where a woman can make an impact upon, and a broad contribution to, her community. What is more it is a fabulous, untapped area where so many needed grass-roots reforms can be spearheaded.

True, it has a tarnished image at present with the public convinced it is staidly peopled by elderly radical-thinking mayoral chums or shady business men on the take. All the more reason why I felt the younger, more ordinary ex-career woman or housewife should get more involved.

She is, after all, for at least 15 or even 20 years of her life concerned fundamentally with the community on a bare-necessity basis, while her husband is off and away at business. It is she who has to worry whether the husband is doing his job; whether the children need a pedestrian crossing or even a traffic light at the corner for safe travel; how to rid the area of juggernauts; why her council cannot build a swimming pool like the new one in her friend's area; whether they really can't avoid a warehouse on that lot at the end of the garden; and so on.

Who better than the housewife to appreciate the subtleties of some of the policy decisions taken by a housing, education or even a recreational amenities committee? How often have I seen small yet vital points brought to a committee's attention by a woman who has quite obviously had to deal with such a matter time and again. Is even the most astute businessman as closely attuned to these domestic-type situations? After all, local politics and local government are very domestic.

Curiously, finding my way in was remarkably easy. Many neighbourhoods seem woefully short of intelligent, solid councillor material. And the new attendance rates (of roughly 25 a meeting) can compare favourably with other part-time work.

I trotted down to a meeting of our local branch of the Conservative Association after a leaflet had been put under my door. Bluntly, I explained that I was interested in the political—not the social. Taken at my word, I was proposed for a seat in the upcoming local elections within months of that day.

Canvassing proved to be uncomfortable at first, since I was repeatedly taken for a door-to-door saleswoman. But as I explained I was not terribly political but felt that there was a job to be done, it was amazing how much support I picked up.

And gradually I developed a rapport which continued after election day. People seemed to find it reassuring to see a local councillor they could talk to in such ordinary places as a meat counter at the supermarket or outside school in the afternoon.

And we achieved results. Not only on committees but on relatively small "community politics" type of matters where a phone call or letter in the right direction got the job some attention. I found that my vote (or voice) in the council chamber or in committee could accomplish much more in many varied areas than all the noise and commotion necessary from the outside.

But it wasn't all joy. The first problem was the timing of meetings. Some special committees met at the awkward dinner hour of 6.30 pm. Try raising a family and meeting that one. But I easily managed the more frequent 8 pm start. And I rationalized that my absences for family reasons were not more frequent than the average male member's for business commitments.

The second problem lay in becoming too involved, a more subtle encroachment upon one's time.

But on the plus side I think it has shown my children that politics is not something for somebody else and very remote. It is very much a part of our own lives.

Andrew Brooks

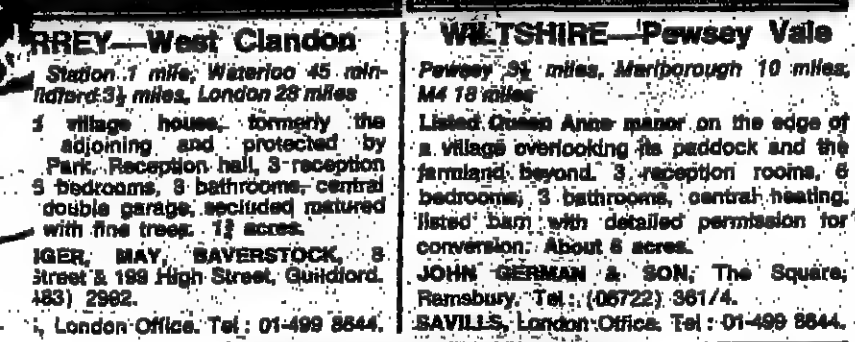
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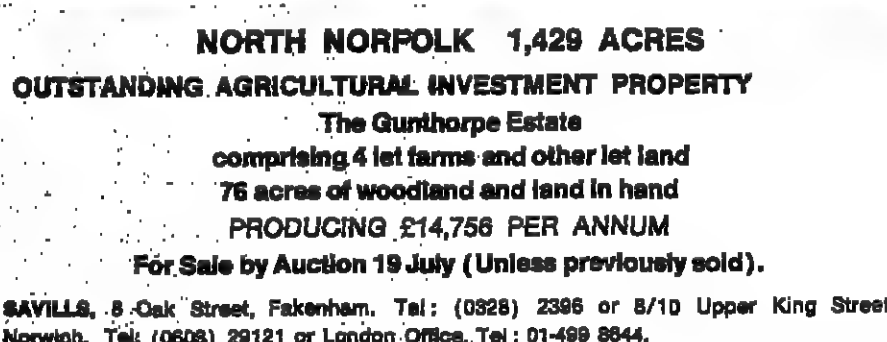
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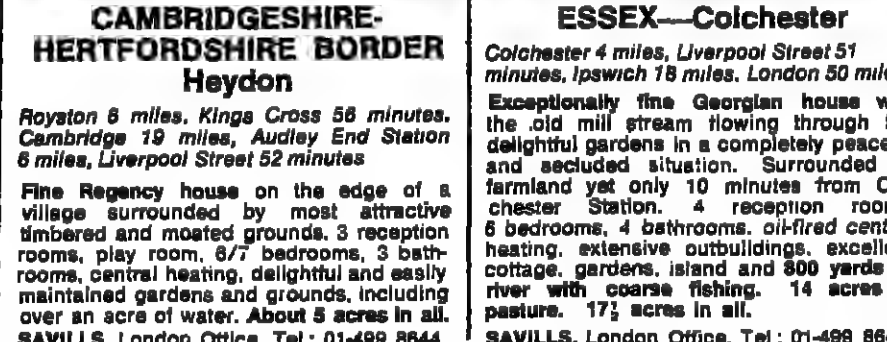


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A sea of troubles for international law makers

No one expects the United Nations International Law of the Sea conference starting in Caracas next week to achieve any tangible result in the form of a convention or conventions acceptable to the 149 governments represented. Indeed, such is the certainty that the ten week conference will be inconclusive, that a follow-up conference has already been planned for Vienna next spring. To say that the conference is the most important for mankind since the setting up of the United Nations is no hyperbole. It also represents arguably the most complex set of negotiations ever undertaken. More governments are taking part than at any previous international meeting, including a general assembly of the United Nations itself.

The number of subjects to be discussed is equally daunting. There are 25 main headings in the agenda for Caracas, subdivided into some 90 items. A note at the end reassures those still in doubt that the list is "not necessarily complete. Not a single item on the agenda can be considered 'soft' in the sense that an agreement appears relatively easy to achieve. Every heading is potentially controversial."

The headings include: the setting up of an international regime for the sea-bed and the ocean floor beyond national jurisdiction; the territorial sea; the exclusive economic zone; the high seas; the rights and interests of land-locked countries, shelf-locked states and states with narrow shelves or short coastlines; preservation of the marine environment, including the control of pollution; scientific research; archipelagos; enclosed and semi-enclosed seas; artificial islands and installations; the settlement of disputes; regional arrangements; and many other topics.

On all these subjects there has already been considerable preparatory work. Three expert sub-committees of the United Nations Sea-bed Committee have been preparing draft treaty articles to be put before the conference.

But, apart from a few relatively small areas, it will be tactically impossible to consider the items in isolation. For essentially Caracas, for 10 weeks, will be one vast horse-trading arena in which conflicting rights and interests will be bartered and bargained for, haggled over,

swapped and abandoned. At the end, it is hoped—not at Caracas and perhaps not even at Vienna next year—a package deal will emerge, not the ideal solution for any single country, but an acceptably balanced parcel for all.

The conference will be striking in its diversity. For once, the alliances made between governments will have little to do with political ideology and everything to do with geographical position. Members of some traditional groupings, it is true, have, up to a point, interests in common. Countries of the third world show signs of adopting common attitudes and taking concerted, tactical action at the conference. These countries, rightly, feel that up to now the law of the sea has been dominated by the philosophies of the developed industrialized maritime nations. They are determined to see that this stranglehold is broken once and for all.

But as between themselves, the developing nations have practice with a different problem: some and interests on law of the sea issues. Poor, land-locked Chad can have little real identity of purpose or action with, say, Peru, or Malawi with Indonesia.

What is being sought, moreover, is not just a set of laws which have been passed by the necessary majority laid down by the rules of procedure, but a real consensus. The rules provide for decisions to be taken by a two-thirds majority if unanimity is found to be impossible. But it is recognized that on any of the major issues, a consensus will be essential, because no decision would have any real chance of being implemented, if any of the major maritime powers, or even a significant group of smaller countries, were against it and chose not to be bound by it.

The prospects for success are not, on the surface, particularly favourable. The possibility of 149 countries being able to agree on any substantial issue seems remote. But the very fact that they are going to try, and have put much effort into preparing for the conference, is a positive sign. However much they all want to get their own way in the negotiations, the realization of the disastrous consequences for mankind as a whole, which would follow a breakdown of the talks, cannot be far from their minds.

Marcel Berlins

Uncle Sam restores his friendly image among the Arabs

It seems like only yesterday that the ugliest character in Arab minds was Uncle Sam. On walls of Arab capitals and across the countryside he appeared in his top hat, decorated with the stars and stripes, ever at work sabotaging the Arab march of progress. Behind every conspiracy was the ubiquitous Uncle Sam. His deadly weapon was the dollar and his faithful servant Israel.

All that has changed. Pax Americana has brought the United States back into the very capitals with which it was locked in combat over the past two decades. No non-Arab figure has captured Arab imaginations in recent years like Dr Henry Kissinger. And on the eve of his visit to the Middle East, President Nixon was suggested by a respected Arab columnist as a suitable candidate for the Nobel Peace Prize.

Certainly the wheel appears

to have gone full circle. In the years that followed the Czech arms deal which set President Nasser on a collision course with the Americans the erosion of influence was a phenomenon to which the West, and in particular, the United States grew accustomed. Radical coups left only the dwindling number of "fortresses of freedom" in the Arab world.

To many the 1967 Middle East war and its aftermath threatened even greater disaster. The Soviet Union secured what looked like water-tight treaty relations with Egypt and Iraq and Syria was seen up as well. The Russians were among the Arabs while the United States seemed to become more firmly entrenched on the side of the Arab enemy every day.

To those who have seen it all before, it just seems like another round. But there is no doubt that the power scales in

the Arab world have been tipped measurably in America's favour. Egypt has made it clear that she sees her future as a close ally of Washington. Syria, long regarded as an extension of the eastern block, has indicated that the days of Russian exclusivity are gone.

It is a sign of the times that while an American President will ride through triumphal arches in Cairo, the Russians have been unable to arrange a summit meeting with President Sadat.

The Arabs are not unaware of the realities of the situation. That President Nixon is seen to be cashing in on Dr Kissinger's diplomatic bonanza is accepted. Arab commentators, known for their astuteness, have argued in recent days that whereas it is the interests of stability, it is that interest alone which President Nixon's Arab tour, Saudi Arabia, which throws some light on America's intentions.

possible and giving it full. While House backing.

It is even a popular theory among the Arabs that world Zionism is behind the Watergate affair, the conspiracy behind the conspiracy. Ever the joke-makers, the Egyptians have turned their attentions to Nixon in the most favourable way. "If the worst came to the worst he could come here and work as a used car salesman," says one of the rouds. "He's got an honest face."

The Nixon visit is more than just a symbol of the new American role on the Middle East stage. As traditional centres of Arab empire, Cairo and Damascus have the aura of trophies. However, in terms of ultimate American interests they are the interests of stability. It is that interest alone which President Nixon's Arab tour, Saudi Arabia, which throws some light on America's intentions.

Long before the October war, it was King Faisal who sounded the first warning in the United States. If there was no change in Washington's Middle East policy, he warned, then he could not justify his pro-American policy.

With America's new "even handed" policy in force there appears little to hinder the birth of the new special Saudi-American relationship. Even before President Nixon began his tour, the two countries were locked in discussions in Washington aimed at mapping out a package deal covering everything from oil and arms to industrialization and social development. It is a deal which will undoubtedly secure America's future oil needs from the Saudis—as much as one third of total United States needs in the next decade.

To the Arabs who have become accustomed to the tests of Dr Kissinger's miracle maker, there is an expectation that his master has also kept something up his sleeve. How Dr Kissinger believes that the beneficiaries will be the Americans. Since the mechanics of peace-making are Dr Kissinger's preserve, no new peace can be expected to result from the trip. However, there is a growing belief that Mr Nixon might be thinking of throwing oil on troubled domestic waters.

Paul Martin



King Faisal of Saudi Arabia: a friendship "deal" with America.

Unwelcome embrace for the young Dragon King

Bhutan, whose 18-year-old monarch was formally enthroned as the fourth hereditary "Drak Gyalshe" or Dragon King, earlier last month, is slowly emerging from the suffocating embrace of mother India and from the medieval isolation in which the country has been enveloped for centuries. Both developments are to some extent inter-dependent and likely to have repercussions beyond the kingdom's well-shrouded frontiers.

Occupying 120,000 square miles on the southern slopes and foothills of the eastern Himalayas, Bhutan is painfully aware of its position as a small, vulnerable and strategic buffer state guarding one of the most easily accessible routes from Chinese-occupied Tibet to the Indian plains. Any attempt to give greater practical substance to Bhutan's theoretical independence must reckon with this geo-political reality.

In a speech on the day after the coronation, in an interview with foreign journalists, and in informal talks with diplomatic guests, the young monarch, King Jigme Singye Wangchuk, kept returning to the theme of national self-reliance, of the need for reduced dependence upon foreign aid and for the maintenance of Bhutan's independence and sovereignty.

On the face of it, these are unexceptionable aims for a small and backward country, but they acquire a special significance in the light of India's relationship with Bhutan, which is colonial in essence. It follows that a more vigorous assertion by the Bhutanese of their national identity must mean at the expense of the control India now enjoys over the small kingdom's domestic and foreign policies.

Under article two of a treaty signed in 1949, India undertakes to refrain from "interference in the internal administration of Bhutan", in return for the latter's agreement to be guided by the advice of the government of India in regard to its external relations. This article, with only the names changed, is borrowed verbatim from the 1910 treaty between the government of British India and Sir Ugyen Wangchuk, the founder of the present dynasty.

Speaking to journalists in Thimphu, Mr Dawa Tsering, the Bhutanese Foreign Minister, contended that it was the "mutual position" of both Delhi and Thimphu that Bhutan was entirely free to "ignore or accept Indian advice on foreign affairs". While India might pay service to such an interpretation of the 1949 treaty, it is inconceivable at present that Bhutan could pursue a policy on any matter of substance that was strongly opposed by Delhi.

There are signs, however, that Bhutan will not always be satisfied with this client-state role. After Peking's absorption of Tibet in the late 1950s, fear of Chinese expansionism persuaded Bhutan to open wide its doors to Indian influence. The day the Chinese flag is viewed with such less alarm and some redress of the present over-dependence on India is felt to be desirable. A small step in this direction was the decision to invite the Chinese chargé d'affaires in Delhi to last week's coronation.

Both the King and his Foreign Minister emphasized to journalists the need for "correct" and "peaceful" relations with China. The Foreign Minister drew attention to the fact that the latest Chinese maps no longer showed sizeable chunks of north-eastern Bhutan as being part of Chinese territory. Only a few square miles of mountainous grazing land remained in dispute in an area where the border had never been formally demarcated.

None the less, it will not be easy for Bhutan to loosen the Indian embrace. India is Bhutan's only market and source of supply and has provided about 90 per cent of the finance for its three five-year economic plans. More than 100 Indian civil servants on deputation from the Indian government hold key positions in Bhutan's small administrative system, and



King Wangchuk: The release.

India provides teacher engineers and agricultural Bhutan's small army of about 5,000 trained and equipped Indians, who maintain a "training team" in Bhutan's main army. Bhutan's main army has been built and are in Indian Army eight largely labour from India claims to have troops in Bhutan travelling on trucks loaded with soldiers.

India also exercises over all visitors to Bhutan obtain permits from the Ministry of External Affairs in order to go to the restricted zone. Bhutan's southern frontier, this did not because Bhutan did come visitors, but plus about to open the tourism on a limited exchange.

For some time to lack of both financial and trained personnel sufficient to restrain from expanding its on abroad beyond the in now maintains in at the United Nations. A more practical asserting independence through the dilution aid with experts and from Bhutan's economy.

This is already has some extent. The Nations has pledged dollars over the years on development ranging from the air Bhutan's economy. The fir and birch to the of the schools and English teaching laboratories have also been individual countries, Britain, for bilateral Resentment of the it has brought— is quently expressed in of the quality of services and education. The Indian Thimphu public school came to the end of of duty, the Bhutan Britain to provide re-

Still uncertain as to the impact on India Bhutan's first month of an alleged assassinate the young replace him with a Tibetan woman who was the mist previous king. She have been in league of Tibetan exiles, including one Gyalk a brother of the Delhi could be ex Bhutan pressed a it for their extradition

Michael

Lack of information is the greatest handicap for penal reformers

Why all the secrecy about what goes on in prisons?

Prisoners are not eligible for home leave unless they are serving sentences of at least two years, or for preparation for release through outside employment unless serving more than four years. In the Netherlands, 2 per cent of prison sentences exceed one year; in England, 25 per cent. Last year, 130 community service orders were made in Nottinghamshire; more than half the offenders had at least one previous custodial sentence but only 17 defaulted.

Three isolated facts which are not especially significant on their own, but which all throw light on some aspect of the complex problem of dealing with law-breakers. Many questions, of course, have no simple answer, and inquirers must be referred to books, what are the arguments for and against reliance on deterrence as a means of social control? Or what does prison actually do to people?

Information needed at two levels: by the peers who tomorrow will be debating prisons, by the media, students, even schoolchildren, besides concerned citizens. The reformers know about the situation, the more likely are their proposals to be soundly based. Conversely, objections to innovation also often suffer from incomplete knowledge of facts. The Home Secretary said last month: "There has to be substantial popular interest and

support for the aims of an enlightened penal policy and for the methods we use to carry it out." This can only happen if the public has ready access to information. At present it has not.

Nor are practitioners well served. Probation officers, prison governors, magistrates and voluntary workers generally receive some training and start work imbued with current knowledge and theory, but they need to keep up-to-date over the years. Some, admittedly, would not drink even if led to the water; but many are thirsty, and there is a shortage of drinking troughs.

It is not just a matter of providing an occasional refresher course. Anyone managing a large industrial concern expects a service providing details of the latest technical information and research, enabling him to select and obtain the most relevant facts. Yet the law-and-order industry, which not only costs an estimated £500m a year (Mr Norman Fowler, MP, *The Times*, March 8, 1973) but is also responsible for keeping the country on the narrow path between lawlessness and repression, has no such service.

Others with a particular, and largely unmet, need for information include people responsible for training, concerned in a particular problem, preparing for promotion or writing an article; and voluntary organizations, whose shoestring budgets often

Free speech is . . . a safeguard against maladministration. Prisoners cannot be stopped from talking after they come out: why use scarce staff censoring their correspondence while inside?

limit even the purchase of books and periodicals, let alone employment of staff to organize them.

A network already exists in other fields of social policy, to collect and disseminate specialist knowledge, including notably the National Children's Bureau, the National Youth Bureau and the Institute for the Study of Drug Dependence. For crime problems there is a gap: the only university and Home Office centres primarily serve their own organizations, and cannot encourage outsiders for fear of inundation. Hence the need for an information centre on crime problems, mainly for practitioners,

but also serving the public, since even simple questions need specialist staff to ensure that answers are not misleading. In answering questions it should actively spread information, for example by commissioning practice-orientated reviews of research. The Howard League has offered its library resources to form a nucleus, and the National Association for the Care and Resettlement of Offenders (NACRO), which has recently started a small information unit, has also expressed support.

Different types of information are needed for a balanced penal policy. So-called "hard" facts are often tucked away in parliamentary answers or in Prison Department annual reports. There is far too little research (0.1 per cent of law-and-order expenditure, as Mr Fowler showed) and too much of it is published very late or remains unpublished within the Home Office. If it is good enough to base policy on, it is surely good enough to publish.

Research should be scrubbed in the light of previous findings and practical experience. Administrators, prison staff, probation officers and others first need to be informed of research findings, and then to discuss their implications. By an historical accident, probation officers, not being civil servants, can say what they like, but the prison staff too may wish the public to see their perspective, for example to show that some humane intended suggestion could have unforeseen and damaging consequences. Informed public debate is inhibited by the public debate is inhibited by the Service tradition of "not embarrassing the minister". Reports of internal departmental working parties, too, are not available outside.

Six years ago the Fulton Committee on the Civil Service said: "We think that the administrative process is surrounded by too much secrecy. The public would be better served if there were a greater amount of openness."

Today's road sign was photographed by Philip Gaskell of Trinity College, Cambridge. It is not ambiguous and only a little confusing, but I find it impressive.

The assertion that television interviews goad politicians is often the reverse of the truth. On the day the Northern Ireland Executive resigned, Keith Kyle chaired a television discussion in which he firmly disavowed any mention of the religious hostilities central to the issue. And what happens when political parties are given air time to use exactly as they like? Why, they use it to score political points off each other. Do you remember that one the Conservatives broadcast during the election campaign, which sparked sufficient controversy to last several days?

The newspapers and raucous behaviour which goes on in the House of Commons. They would not report it if it did not happen. MPs should stop complaining about the media and get on with the knockabout, which is what we pay them for.

Spike Milligan held a press conference yesterday to announce his show at the Adelphi Theatre next week. He was introduced to my reporter and said he had met a man from *The Times* before. "It was during the war," he said. "The gentleman from *The Times* looked into our slit trenches and said: 'Are you getting enough food? And how are you enjoying the war?'"

The Duke of Gloucester was affectionately known as the Household Brigade, of which he was the senior Colonel, as Uncle Pinesapple. This sobriquet derived from his talent for falling asleep during rehearsals of Trooping the Colour without falling off his horse, with his bearskin nodding like the top of the fruit in question. Lesser men would have fallen off.

The Duke was a devoted Army man, although the Regency Act of 1937 prevented him from having a normal military career. His frequent visits to Army messes were mutually enjoyed, except by the weak-kneed. The Duke would never sit down, but stood for hours in front of the fire, legs astride. This meant that everybody else had to remain on their feet. Lily-livered snailshells and fragile majors would take turns during a long evening to creep out and sit down. He was the last surviving Knight of St Patrick. The insignia of the order will be seen for the last time at a ceremonial occasion at the Duke's funeral on Friday.

His death has caused embarrassment as well as grief to the several organizations, such as the King Edward's Hospital for Children, which specify that their Presidents must be sons of a sovereign. Some other royal will have to act as a sort of Regent until Prince Andrew comes of age.

Similarly, the Franks Committee on the Official Secrets Act: The public have a right to know about such matters as general police methods and procedures and prison treatment (though not information of a kind which would, for instance, be of direct use in accepting from prison.

It is time these principles were implemented. Another scandal fact is the view from the receiving end. Commonsense demands to know what reaction our expensive penal measures really produce, as opposed to what we would like to think they do. What happens in a prison, a borstal or detention centre? (Or on probation for that matter— but probationers are allowed to talk about any nonsense inflicted on them, though they are seldom asked). Free speech is also a safeguard against maladministration. Prisoners cannot be stopped from talking after they come out: why use scarce staff censoring their correspondence while inside?

Martin Wright

The author is director of the Howard League for Penal Reform, and editor of *Use of Criminology Literature* (Butterworths, £5.50).

The Times Diary

Carry on with the knockabout



Today's road sign was photographed by Philip Gaskell of Trinity College, Cambridge. It is not ambiguous and only a little confusing, but I find it impressive.

Old fruit

The Duke of Gloucester was affectionately known as the Household Brigade, of which he was the senior Colonel, as Uncle Pinesapple. This sobriquet derived from his talent for falling asleep during rehearsals of Trooping the Colour without falling off his horse, with his bearskin nodding like the top of the fruit in question. Lesser men would have fallen off.

The Duke was a devoted Army man, although the Regency Act of 1937 prevented him from having a normal military career. His frequent visits to Army messes were mutually enjoyed,

except by the weak-kneed. The Duke would never sit down, but stood for hours in front of the fire, legs astride. This meant that everybody else had to remain on their feet. Lily-livered snailshells and fragile majors would take turns during a long evening to creep out and sit down.

He was the last surviving Knight of St Patrick. The insignia of the order will be seen for the last time at a ceremonial occasion at the Duke's funeral on Friday.

His death has caused embarrassment as well as grief to the several organizations, such as the King Edward's Hospital for Children, which specify that their Presidents must be sons of a sovereign. Some other royal will have to act as a sort of Regent until Prince Andrew comes of age.

Drinking up

The International Exhibition Co-operative Wine Society has been knocking back quantities of its stock in recent years. Celebrate its centenary. Yesterday some of its suppliers, committee members and supporters gathered for more of the same in the Royal Albert Hall, where the society was formed in 1874.

The wine market is sensitive to the state of the economy. Some of the French wine people at yesterday's gathering were moaning about the stagflation United States market and said that things in Britain were getting a little hard, too. Ken Rossi, head of a venison firm, said a friend had rung him in some desperation and asked whether he should invest in champagne.

Rossi had advised against it.



firmly I think they should be more frightened of the supporters.

on the grounds that champagne goes off after a few years, and Alain Seydoux, from the firm that made the champagne we were drinking at the reception, agreed. He said you could not make fast rules about how long champagne would keep. "It is like people," he said. "Some show their age more than others." My own advice is to invest in champagne and drink it all up quickly.

It is unusual for the Variety Club to have women at its luncheons (only once a year) but rather still for them to entertain the Ambassador of the People's Republic of China.

Both happened ladies' luncheon chertier. The Chador, his wife and were there as gu Smart, the club part work man. O giraffes at Wind cured of rheum application of Ch of acupuncture.

The presence of diplomat did not speakers notices Aspel told some of flying. Michael made fun of bag eyes. David Oden Nash on getting in a line shoots and giant the Kama Sutra of lovemaking.

All this brow laughter from went "untransl Chinese. My reporter's Variety Club n President of th after the Queen, drink to "the he all countries Variety Internat ribald humor expense—which is previous function closed—the tradi unmissable.

That old leavony age has varied, again, if that is a metaphor. The New College has have been, forced paper imported with the approp name "Descartes".

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a Special Report

Word processing

Adding sense and speed to office systems

John Owen
Chief Correspondent

For many years, the word processor has been a familiar name to people. Is it the machine that produces the documents we see in the office? Is it the machine that produces the documents we see in the office? Is it the machine that produces the documents we see in the office?

part of the conventional secretary's job, in cases where much typing was involved, was often frustrating both for the secretary and for her boss. There is almost always a big difference between the speed at which a secretary is capable of typing and the speed that she achieves in practice. She may be delayed by interpreting dictation, stopping to correct errors, reworking a page if there are many errors near the beginning, slowing down when approaching the end of a page, and completely re-typing if a mistake is overlooked or the boss wishes to change a word or phrase.

Word processing is designed to combat these factors in two ways. One manufacturer of word-processing equipment declares: "By equipping staff with more powerful machines to provide greater typing capacity, and by assisting with the proved administrative procedures to give a better secretarial service. More efficient methods can produce more interesting jobs for secretaries, enabling them to provide the high-quality typing and administrative help your executives need, and at the same time to achieve a professional level in a specialized area of secretarial support."

What this means in practice to a particular company can vary considerably, depending on the scale and existing organization. At one end of the scale, simply to give an executive's secretary an improved machine can result in her having more time for other duties while retaining the one-man/one-girl ratio.

At the other end of the scale, a company could completely separate its typing and administrative support activities, setting up "word processing centres" staffed by "correspondence secretaries" for the word-processing part, while administrative secretaries do things other than typing for the executives, at whatever ratio is judged appropriate.

In between, word processing could be applied to an existing typing pool, say, or to individual departments within a company. In each case the benefits are the same in principle—more effective transcription into the type-written word, lower costs, greater job satisfaction. The greater the extent to which a true systems approach can be adopted—considering the complete flow of information from its initiation to the final output—the greater the potential benefits.

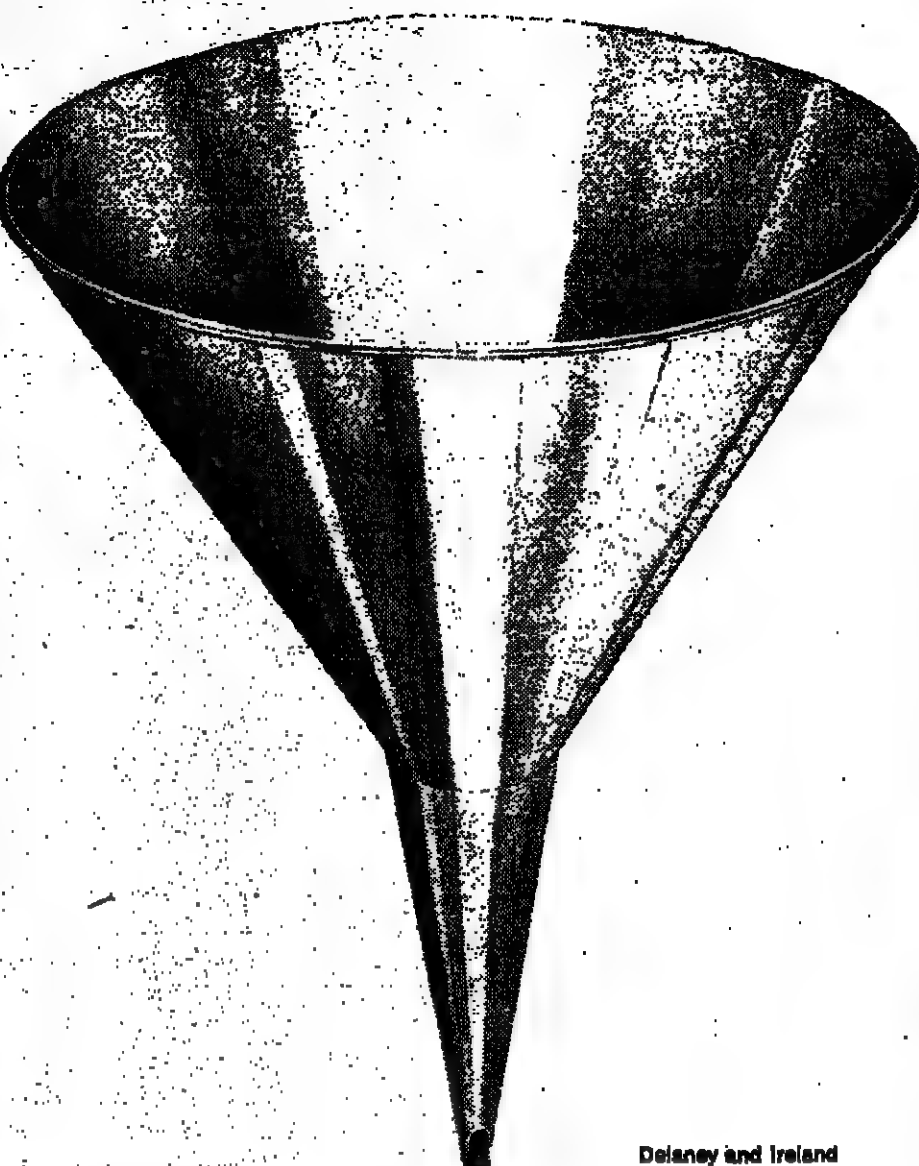
Automatic typing is the key

by Eric Fordham
managing editor,
Business Equipment Digest
Group

Reports typed at 180 words a minute without mistakes; dictation taken at more than 200 words a minute without pause or error; productivity up 100 per cent and salary costs slashed. If this is the stuff business managers dream on, it is also the reality being offered by the systems of word processing. This is the technique and technology of the twentieth century, which promises to drag the most traditional part of business into the world of data banks, program control and advanced communications.

It is said that the name word processing, usually shortened to WP, was coined by a German, Ulrich Steinbiller, an employee of IBM, which introduced its own first word processing machine in 1964 and has led the market since.

The term word processing is frequently used to describe automatic typing. It is more correctly applied to the whole area of planned word origination, consumption and transmission. The automatic typewriter is just part, a significant part but no more, of what should be a total system which may well include centralized dictation, document conveyors and fast copying systems.



Delaney and Ireland

No single company is recognized as having invented the word-processing concept, although IBM claims that the phrase itself can be attributed to their Mr Ulrich Steinbiller in Germany in the mid-1960s. Now there are many companies in the word-processing business, and an Institute of Programmed Word Processing was set up in The Netherlands in 1972. Already it is possible to link advanced electronic and electric systems in ways which open up completely new possibilities in business communication. There are communicating typewriters which can be used to send, say, reports to head office instantly, over a telephone connection. They can also be used as computer terminals. There are computer-based telephone switching systems which give added flexibility in secretarial work and can handle a host of automatic functions for speech, text and data.

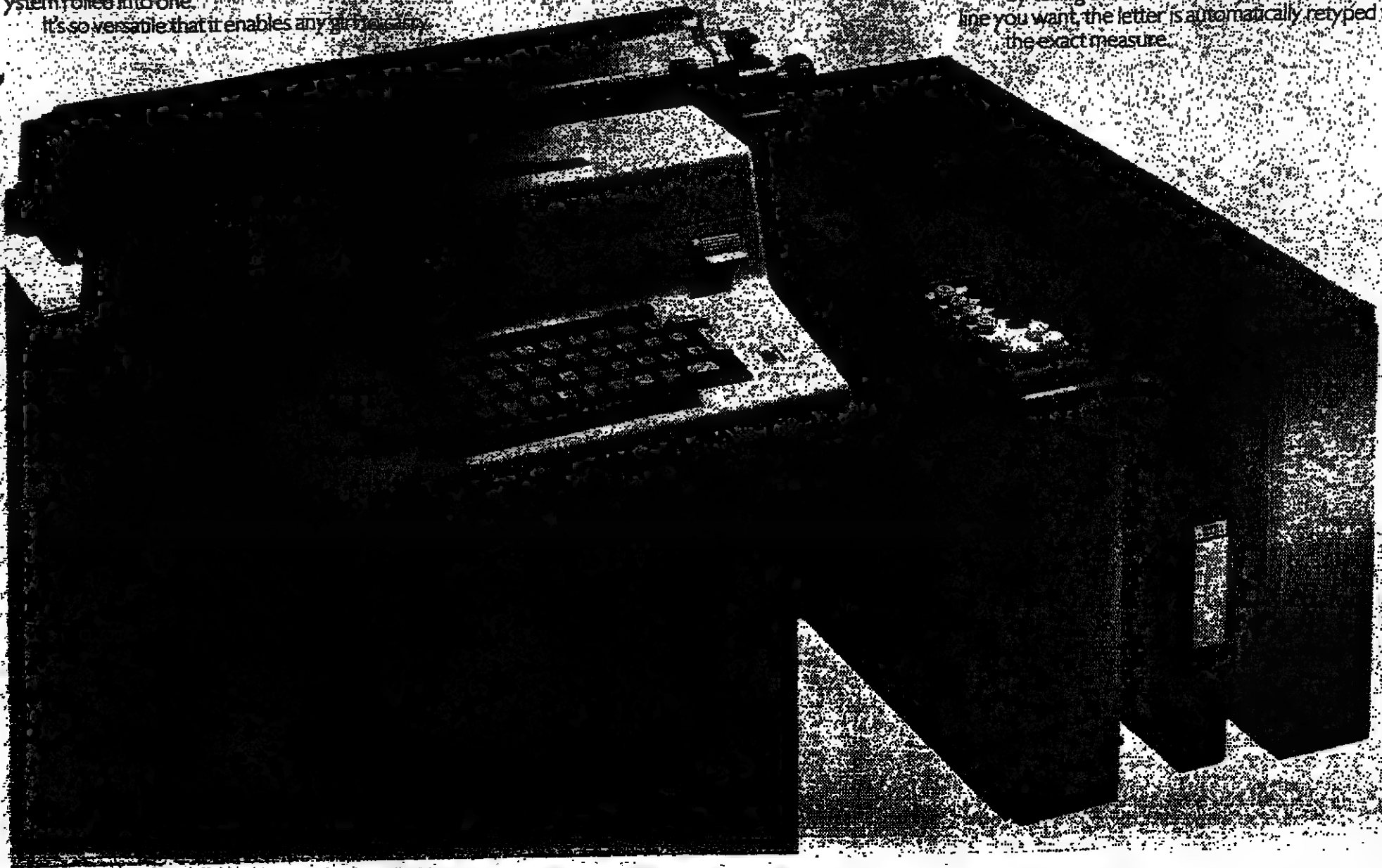
HOW TO GET THREE TIMES THE WORK OUT OF YOUR SECRETARY.

There aren't many businesses now that can avoid the problems of inflation, rising energy costs, and rising labour costs. On top of this there's a nationwide shortage of good secretarial staff. Very often, the only way to keep your overheads below water is to get more work from the staff you have. Easier said than done, you might say, but this is where Olivetti can help. We've produced one of the most versatile pieces of office equipment ever: The Editor S14. An automatic typewriter and data processing system rolled into one. It's so versatile that it enables any girl to do

out three times her normal workload. A secretary who types at 180 wpm. An average secretary types at about 50 wpm. Take away time for lunch, corrections, phone calls etc and the daily average is more like 12 wpm. The Editor S14 will make any girl type at 180 wpm. How? It's really very simple. A secretary's work contains a lot of standard or semi-standard documents, circulars, etc. What ever it is she types it out once, on the S14 at normal speed. At the press of a button it's transferred to a

magnetic tape. Then, at the press of another button, it can be re-typed, automatically, whenever required, time after time, at 180 wpm. Without making a single mistake. Speed versus neatness. If a document is wanted in a hurry, neatness is usually secondary. If a neatly typed document is wanted you probably have to wait for it. With the S14 however, you get the best of both worlds. The document can be quickly typed without paying too much attention to line breaks or spacing. By telling the S14 how many characters per line you want, the letter is automatically re-typed to the exact measure.

You can even have a justified right-hand margin. We all make mistakes. On a normal typewriter a mistake in the middle of a document will often mean a complete retype. Not so with the S14. Individual words or whole sections can be changed by simply typing the new bit over the old, and transferring it onto the magnetic tape. Automatic selection facilities. Perhaps the S14's most outstanding feature is its ability to select specific items from its memory bank. Let us give an example. Say you're a car dealer and you want to tell everyone who bought a 1972 Fiat 128 that you have the new model in stock. Your complete list of customers is already on tape. So you give the S14 its instructions and out come the letters. Each individually typed and addressed, just to 1972 Fiat 128 owners. Think of it as an investment. At £3,615 the S14 may not sound cheap. To soften the blow, however, you can lease it or buy it on the HP (no deposit) at around £85 a month. In fact with all the extra work you'll be able to get through, it could be one of the best business investments you'll ever make.



To British Olivetti Ltd, 30 Berkeley Sq, W1X 6AH. Please send me details of the S14 typing system.

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Company _____

Position _____

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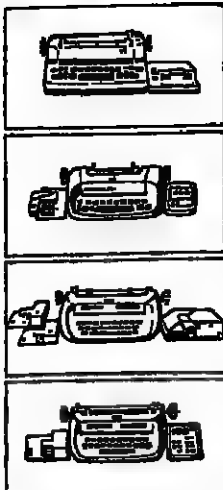
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a range of systems because there's a range of uses



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and how you can overcome it

The only effective way is to increase typing productivity without increasing costs. Do it the uncomplicated way with a Sperry Remington word processor - an electric typewriter with a magnetic memory.

Everything typed is recorded either on tape cassette or card. Errors are corrected just by typing over them. Then revisions or additions are inserted in original text automatically, without retyping. (In fact, retyping is ended forever.)

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The Sperry Remington word processor has more features that can best be appreciated by your secretary. Automatic underlining, electronic tab set and clear, and many others. All standard. Features we offer as standard are either costly options or non-existent in other word processors. This is why so many users of word processing equipment are switching over to Remington.

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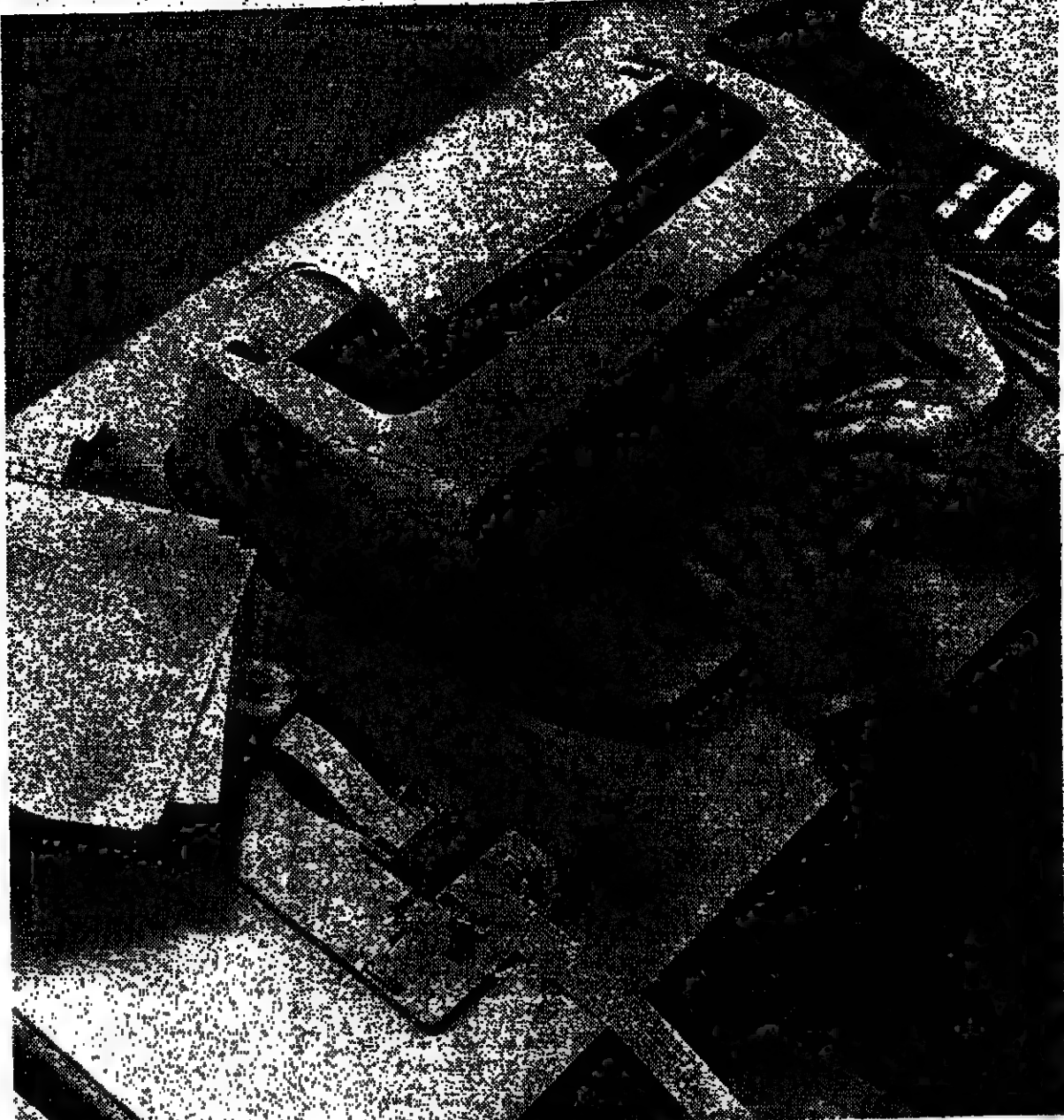
Contiband is extremely versatile. It offers single headings; with one or more copies using carbon or carbonless papers; envelopes or cards; all one style or alternated together if you wish to process correspondence and addressed medium simultaneously and more accurately.

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Automation in the office: an IBM communicating magnetic word typewriter (left), and the UDS 6000 re-typewriter (above) on which corrections to a page are inserted manually while the paper tape feeds approx. 100 words a minute. IBM is taking the lion's share of new sales in the word-proc market in Britain, but there are now 18 suppliers of equipment, such as automatic typewriters. Other manufacturers like Xerox, Philips and Litten are standing by for the challenge.

New ideas to streamline and rationalize business procedures

by Ken Glassebrook
editor, *Business Equipment Digest*

Typing and secretarial services are essential to most business concerns, but as costs and overheads spiral more organizations are being compelled to seek new ways to streamline or rationalize their office procedures.

Time and motion studies together with automation on the shopfloor have long shown how efficient production can become. Why then should not similar techniques be applied in the office?

Word processing (WP) offers a step towards this, but the average British manager, when compared with his American or German

counterparts, has been rather reluctant to make such a fundamental change to his office procedures.

In the United States, a recent analysis of the WP industry shows an expected growth in the installed population of "stand-alone" units from just under 130,000 in 1973 to about 710,000 in 1980. Accompanying this growth, the study estimates that revenue will grow from nearly \$240m in 1973 to more than \$640m in 1980, a compound annual growth rate of 20 per cent. IBM is reckoned to have about 60 per cent of the market, with Redacron and Sperry Remington as the biggest competitors.

Taking the lion's share of the new sales is IBM, with well over half, but there are now 18 suppliers of word-processing equipment - such as automatic typewriters - in Britain all vying for a share of what promises to be a growth area. All but two of the 18 offer products made either in the United States or

Germany. The two exceptions are Dataplex and Flexidex, data which both manufacturers in Britain.

Some companies market equipment which fulfils the needs of the various categories of word processing, while others specialize. Potential purchasers would be well advised to find out whether all their requirements can be met by their suppliers. An approach should be made to several suppliers to discuss not only their systems' features and limitations but also important factors such as run-out costs, operation training and servicing facilities. They should ask to visit existing customers so they can assess for themselves the merits of the system.

The majority of suppliers tend to favour leasing as opposed to outright purchase. So for the company that does not wish to tie up capital and needs accurate budgeting, leasing is possibly the answer, especially since payments are deductible against corporation tax.

Prices vary, but the company can expect to pay between £2,000 and £5,500 for a basic machine and anything up to £10,000 for a more advanced one.

Each machine is designed to use a certain type of storage medium. The Olympia TE300 and the Flexidex S3500, for example, use punched paper tape, which has the advantage of being cheap and can also be used in conjunction with computers. On the other hand, paper tape is more bulky to store and it has speed limitations when searching for information. There are, however, a considerable number of paper tape installations which have been operating successfully for many years.

The alternative is magnetic tape or cards. Small cassettes of magnetic tape, similar to those used on portable recording machines, are used by most of the systems. These are capable of storing 350,000 characters and with "skip" speeds of up to 3,000

characters a second, the revising and amending of drafts is done in seconds. Magnetic tape can also be used again and it is stored easily.

To enable a faster flow of information and more accurate operation, many machines have a dual cassette system. Examples are the Redacron Data Processor, Dishi, Autotext, Phase IV, Casewyler, Sperry Remington's M1200 and the Wang 1200.

Magnetic cards, on the other hand, are easily selected and can be inserted into the machine at any point desired. Again, a dual station machine makes more flexible working. Although fairly costly, about 5p each, cards are limited in capacity to 12,500 characters, which is about two foolscap pages of type. This may be adequate for some applications, but not for the large amount of revision in business documents. The companies offering card systems are Dataplex, IBM, Sperry Remington and Accounting and Computer Systems.

All word-processing systems should incorporate a well-thought-out revision facility. The machines should also be designed to be expandable. To this end, most systems employ an IBM unit with a single-element golfball head. There are others, however, such as the Dataplex range, Olivetti Editor 514, a Olympia TE3000 with a normal typewriter mechanism. If the experts are right, can expect the WP to grow considerably over the next year or so. It will be unreasonable to further competitors to the field since it is that manufacturers such as Xerox, Philips and Litten making noises from the sidelines.

Are any major advances in the present systems? For some time has been experimenting the United States with a printer-printer use of its subunit, said to operate at 50 lines a second and has changeable type fonts.

On the storage side, "floppy disc" now used successfully on computers is being adapted for word-processing use. From the computer side, the visual display cathode ray tube device, a television set, said to minimize the number of errors and much closer to normal looking ahead it appears that the result may not be to typist redundant, but to elevate her to a new level of technological wizard.

Makers move into European market...

by Clare Smythe

Before looking at the word processing market in Europe, it is necessary to define exactly what the term means. The phrase was originally coined years ago by International Business Machines to cover a number of office products and was described by them as meaning "the transition of a written, verbal or recorded idea to a type-written form".

At that time IBM's magnetic card and tape typewriters were virtually the only ones of their kind on the market, although there were several machines which operated with paper tape and were basically straightforward automatic typewriters, perhaps producing punched tape as a by-product. The flood of more complex, magnetic media machines which appeared in the last decade inspired the Word Processing Institute in the United States to define word processing as "the application of modern computer technology and systems management techniques to the typing process".

Word processing, however, has developed from the early automatic typewriter, the

first of its kind being the Autotyper which used a punched paper roll of the planotype type. Another early arrival was the Singer-Friden Flexowriter, which also used paper tape medium.

This kind of machine now tends to sell in document producing system applications, where a by-product tape is used for computer input rather than in what has come to be regarded as the word-processing market, where the machine is in a conventional secretarial environment instead of in a corner of the sales or computer department. The technology is different, more mechanical parts are involved, and their use is much noisier than those using a magnetic medium.

Nevertheless, these machines have had a considerable effect on the market, for the countries which made most use of them in the early days - Germany and the United States - more readily accepted the newer concept of word processing. The major suppliers all come from America and Germany, IBM being first in the field with a magnetic medium-based machine - a relatively complex and ex-

pensive word processor, compared with the simple model that the company has recently introduced to meet competition at the other end of the scale.

IBM still holds the major share of a market which is reckoned to be worth more than £120m a year in the United States and £40m a year in Germany. Redacron comes second to IBM, having been particularly successful in America, Canada and Germany.

The installed base in the United States is estimated as between 100,000 and 120,000, the average price being about \$8,000 a machine. The machines primarily use magnetic media, a reflection of the influence of IBM, which has never used paper tape on its computers and, as market leader, has set the standard of magnetic media. In Europe the German companies Scribana and Forster provide the major competition to IBM. Japan has two manufacturers, OKI Electric and Ricoh Electric, and is a substantial user of word processors.

Since 1972, when the slump caused the United States word

processing market to slide, manufacturers have increasingly moved into the under-exploited European countries. The best markets are those where there is a high degree of industrial development and therefore a large number of machines.

Probably the largest number of machines installed in relation to the population is to be found in Switzerland, although not one of the largest markets, is a country which readily accepts the concept of word processing, probably because of the problems of rising costs combined with the advantage of available money.

Scandinavia, particularly Sweden, is also an easy market. Again, there is money available, and the country is attuned to the concept of automation. Two of the major manufacturers have factories in Holland and Austria, which accounts for the fact that these countries, too, readily accept the idea of word processing. Of the rest of Europe, manufacturers find that the United Kingdom, France, Italy and Spain, in that order, are the most difficult markets to penetrate.

...but Britain still lags behind

When it comes to word processing the "peasants of Europe" tend to live up to their reputation. There are probably no more than 3,000 word-processing machines installed in Britain, and IBM has the lion's share with between 1,500 and 2,000.

Newcomers have made inroads in this area - Kalle Infotec claims 350 installations and Business Data Products, which has marketed the Redacron machine for the past 15 months, claims 200. Singer-Friden sells about £750,000-worth of Flexowriters a year - about 300 machines - but these are mostly used where the by-product tape is sold for computer input, the market for which the machine was originally developed. Its nearest competitor is Ultronic Data Systems.

The British market has been slow to accept the advantages of word processing. The rising cost of wages and the difficulties of getting staff - due partly to the raising of the school leaving age and the increased number of jobs now open to girls - allied to the fact that there is a 10 per cent a year compound rate of increase in

typing work, have however combined to encourage British users to turn towards automation.

However, Britain is still behind in its full appreciation of word processing. There are two aspects: standardized typing, the churning out of a number of standardized documents or the firing together of selected standard paragraphs; and single entry. The latter, designed for the drafting of documents, or single letter preparation, is not nearly so immediately obvious or easy to accept and yet it has as many advantages as the conventional "power typing" approach which has been familiar for some years.

Manufacturers realize that the single entry market is potentially the largest, and they are anxious to get the concept over to British users. But there is still a great deal of education needed. Many installations have been used incorrectly in the past. Expensive systems have been employed on simple routine jobs largely because the customer was over sold by the manufacturer, or simple machines have been expected to undertake tasks for

which they were simply not suitable. The result of this has been considerable wastage on the part of possible new customers.

The past two years have seen the arrival in Britain of a number of new machines. The Kalle Infotec 7000 is the cheapest on the market, based on a simple adaptation of the IBM Selectric typewriter and has been the subject of lively marketing and a carefully set up support organization. IBM's newly introduced Memory typewriter, priced to capture the bottom end of the market, will provide strong competition.

Britain has two indigenous companies, Dataplex and Flexidex. The latter has been in business for about three and a half years and has installed nearly 300 paper tape-based machines. Dataplex, a small company, says it is now selling about 20 machines a month. Both are small organizations and although they will benefit from the "educational" advantages of their competitors' advertising, they face increasingly tough competition.

Sales and support may

create difficulties for the manufacturers, particularly with the cheap word processing machines. Since their application is fairly complex each machine has to be sold individually and with considerable effort, by good salesmen. It is also vital that they enjoy the immediate support of experienced servicing staff when expensive things go wrong.

Whether the manufacturers who have leapt on the bandwagon can compete with IBM's highly experienced and well organized team remains to be seen. In spite of the difficulties in educating the British market, it has enormous potential. More than 500,000 typewriters are sold in Britain every year and the manufacturers think that the word-processing market, at present worth about £2m a year, could have a value of £5m. There are now about 15 companies contending for the prize, many with experience of selling in more advanced markets. It is not hard to predict which will survive, and it is unlikely that the development of word processing in Britain will hold any surprises.

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INVITATION
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Secretaries and typists - come and try the new D1100 between 10 a.m. and 5 p.m. at the St. Georges Suite, Greyhound Hotel, Croydon. REPRESENTATIONS PROVIDED.

Quite frankly, word processing could be a waste of your time.

"Word processing" is possibly one of the most misunderstood terms in office management today. Which means that a lot of people stand to waste an awful lot of time by approaching it in the wrong way.

The truth is that word processing stands for more than just a sophisticated collection of office equipment.

Simply spelt out, it means a combination of people, procedures and the most effective equipment. All designed to provide a faster turnaround of work and a better secretarial service.

At IBM, we created the word processing concept with exactly this in mind. So it's no accident that each one of our machines, as well as being used individually, forms part of a complete system.



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Shorthand can be important. And very suitable it is for a lot of office work. But one of the most efficient ways of getting letters, instructions or text to the typewriter is through our range of dictating equipment.

Our Model 173 Microphone Communication System, for instance. It reduces the time taken to create a document, right at the outset. And of course you can dictate what you want, whenever you want.

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Magnetic typewriters. More work, less sweat.

The new 82M Memory Typewriter, and the MC82 are just a part of our range of magnetic typewriters.

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Freedom to type at draft speed. And, thanks to the famous IBM correction device, top copies that are error free.

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So what you finish up with is a happier, more relaxed secretary who's able to produce more work without having to work more.

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Copier II. A better copy at a better price.

There's no point in producing beautifully typewritten documents if the quality is lost on the copier.

Copier II can make crisp black on white copies from letters, colour magazines, books, poor originals, over-size documents, even photographs.

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Which could turn out to be very good news.

For you. And, once again, for your secretary.

We're with you all the way.

A word processing system can only be as good as the people behind it.

Of course, this applies as much to you as it does to us.

We realise that each individual company we talk to is likely to have different requirements. Maybe all you need is an automatic typewriter.

Talking to our expert support group is one way to find out. They're trained to help you establish your requirements, balance your secretarial and typing support. And to train your staff.



In short, we offer you a closer control on your costs, a faster turnaround of work, and a higher quality secretarial service.

And, having read this far, you'll probably agree with us that looking further into IBM Word Processing certainly won't prove to be a waste of your time.

Quite the opposite, in fact.

To John Jenkins, IBM United Kingdom Limited,
389 Chiswick High Road, London W4 4AL.
Please send me more information on IBM Word
Processing products and a copy of "Password",
the IBM Journal of Word Processing.

Name _____
Company _____
Address _____
Telephone _____

IBM
Word Processing

IBM Word Processing. The right system because it's a total system.

A dozen girls now cope where 30 were once needed

by Jane Knight
assistant editor,
Business Equipment Digest

There are fashions in business equipment as in clothes, but a wise businessman remains impervious to the blandishments of the publicists. Word processing is the "in" thing right now. It is claimed to increase overall typing productivity, enhance the quality of finished documents and increase the speed with which work is turned out. "Sounds good," the sceptics agree, "but does it work?"

One large organization that has reason to appreciate the benefits of word processing is the Yorkshire Electricity Board, where fast typing and retyping of material is combined with speedy input of the spoken word.

More than 300 officials at their Scarborough headquarters use a Dictaphone Telecord centralized dictation system in conjunction with IBM automatic typewriters. Nearly 100 telephones around the YEB offices are used to dictate direct on to one of the eight Telecord machines in the word-processing centre. People outside the office use pocket Dictaphone 10 machines and send the tiny tape

cassettes to the centre for processing.

The Dictaphone sound-sheet recording medium is passed to one of the six girls handling input. Using IBM Selectric machines equipped with rolls of single web continuous stationery, these girls transcribe from the sound-sheets at top speed, correcting errors by overtyping as they go. Simultaneously a corrected by-product tape is created by the machine.

As each tape becomes fully loaded, the input operator removes it, tears off the relevant typed sheets of continuous stationery and passes both to the supervisor. Straightforward items are passed for reproduction with the number of carbons stipulated by the dictator. Alternatively, rough drafts can be sent to the originators for possible amendments which correct run through the IBM machines.

Another team of six girls handles the output side. Unamended documents are reproduced automatically from the original magnetic tape. When amendments are required, the operator stops the machine just before each correction and inserts it manually, at the same time creat-

ing a fresh tape so that the process can be repeated if necessary.

This combined dictation input and auto-typing output word-processing system has almost doubled the volume of dictated material which can be handled. Lengthy reports on which several officials collaborate can be dictated, with redrafting done cheaply and quickly.

Better distribution of work is achieved through the use of the Dictaphone 10-minute recording sheet, deliberately limited in time capacity for this purpose. According to the Yorkshire Electricity Board, the combination of Dictaphone and IBM equipment allows a dozen girls to cope with work which would otherwise occupy about 30 typists. What is more, turnaround is effected within just a few hours.

A smaller but equally busy and efficient word-processing installation is that used by the Local Authorities Management Services and Computer Committee (Lamsac), which has two Kalle Infotec machines. Part of the committee's function is to collect, appraise and publish information and statistics relating to management services techniques.

It also publishes reports and papers on current techniques which are the result of studies undertaken by Lamsac's research staff, with its various panels and working parties.

The work generated in this latter area of activity persuaded Lamsac to install a word-processing system. The Infotec 7000 is basically the familiar IBM Selectric typewriter (as used by the Yorkshire Electricity Board) fitted with a special base plate. Attached to it is a small console that carries a magnetic tape cassette and the controls for automatic processing functions.

As the operator types a document it is automatically recorded on the magnetic tape cassette. Each record or line of typing is numbered. Should the document need altering in any way the operator merely plays back the tape to the appropriate record number, overtypes the amendment and prints out the correct document. No matter how large or small the alteration, lines and paragraphs are automatically adjusted so that the final document is properly presented.

The machine can be used for a single letter or to produce dozens of identical documents. Standard letters are held on tape with blanks which can be filled with variable information. The tapes



Four typewriters, a single typist—one way to office efficiency at Direct Mail's West Hampstead headquarters. The machines are Flexidata SM 500s.

are filed away to be printed out at any time they are required.

Lamsac has 80 employees (35 in London) at its 12 branches. Specialist panels carry out surveys on all kinds of subjects and produce, at their local offices, draft reports on their activities. These drafts are sent to London where they are edited, altered and retyped on Infotec 7000 machines. Reports are again examined, edited and retyped if necessary, final copies being sent to the relevant authorities.

Obviously, the cassette editing typewriter is of enormous value in this kind of situation. Reports often run to dozens of pages, each of which may require some form of amendment. Conventionally, the entire page would need to be retyped, a mammoth task which is neatly avoided with word processing. The operator makes the amendment and then sets the machine to retype the whole page automatically and at high speed. Unlimited copies of the final report can be produced as required.

At present, Lamsac does not always have sufficient work for two machines. On the other hand, two reports often have to be sent out at the same time and then both machines are needed. For this reason, the Infotec 7000

is also being used as an addressing machine. 750 addresses of members and local authorities are kept on tape and printed out on labels as required. Lists are also held on magnetic tape as series of 500 subject files with their contents. These, too, can be easily updated and a clean list printed out.

Also of particular value to Lamsac, a non-commercial organization, is the fact that thanks to word processing it can cope with extra output without the expense of employing another typist.

The new Waverley Council in Surrey will save a total of £15,000 a year on typing services by the installation of word-processing machines. Four local councils were replaced by Waverley when the new local government administration came into effect on April 1. A special report by the Council Personnel and Performance Review Sub-committee found that a centralized bureau would be the most efficient method of handling the combined typing services requirements. To this end, word processing machinery and centralized dictation equipment were installed.

The machines used are four UDS Scribona 100 revision typewriters, which have been leased over five years. At the end of that period, the savings to the bureau will increase considerably as the equipment will then have been paid for.

Enthusiasm among operators is essential

Despite wide acceptance of automation in every branch of commerce and industry, reluctance to adopt new ideas is still very much to the fore. This is true of word processing, yet of all machine-based business systems this has most to offer office staff. Choosing the right equipment for individual needs is important. Even more essential is the enthusiasm and support of the people who will bring the new system into operation.

The first step is to ensure that the staff know all about word processing. It is unreasonable to expect an executive to be enthusiastic about a new system unless he knows how it works and what advantages will accrue from its use. Similar reservations are likely to apply lower in the office hierarchy, where senior secretaries decline to become machine-minders and junior typists are suspicious of complicated machines beyond their understanding.

Most of the companies which supply word processing systems run training courses for operators. Alternatively they will send a customer education officer to instruct the new word pro-

cessing controller, so that he or she, in turn, can train the staff.

This was the plan followed by Kalle Infotec when a word-processing system was installed at the offices of Reed International. The staff's initial doubts were dispelled swiftly. Though the system has been in use for only a few months, it has proved highly successful. The staff who use the machines are happy to be relieved of tedious work. Executives are delighted with the speed with which work is turned round and the improved presentation of finished documents.

But it is not only big international corporations which benefit from word processing. An old-established company of solicitors in Stroud installed an Olympia word-processing machine in an effort to combat the boredom of repetitive work so common in this type of office. Word processing is of particular value to the legal profession, where accuracy is essential, yet the endless typing, checking and re-typing of stereotyped clauses can be a stultifying job. Small word-

processing is hard to find.

The girl who operates the Olympia machine, Louise Marks, aged 18, was originally a clerk in the cash office. After only two hours' instruction she was able to produce immaculate work and has been happily in charge of the word-processing system ever since.

Mr Ron Norr, the office manager, believes that in addition to the obvious savings in staff time, word processing offers more scope to unqualified employees. Louise Marks admits that the computerized manual typing of legal documents was beyond her, but she now has an interesting job well within her capabilities.

It has been estimated that 80 per cent of letters, reports and other documents is repetitive. Obviously it is here that most sources of error and 'exasperation' exist. Nothing is more boring than constant re-typing. An added hazard is that as the typist tires, the tendency to 'err in the creases' is simply a bad psychological effect, resulting in rapid staff turnover as girls for- warding occupations.

Word processing itself to greater pr an obvious econo employer, but it als a number of adva the staff. It frees a retary from the di repetitive typing, her to use her all more constructi junior staff have perty to progr responsible and i jobs. Authors—mai executives who orl work to be typed from the time-wa of checking drafts.

There are other advantages. Bulk of repetitive type or punched sudden absence of staff do appreciably to the of others in the of the same reason, duction of flexibl hours—particularly women simple. There is in agencies since the zation of work out the part-time empl typists and secret left the company age or to have a cl



IBM is a market leader in word processing equipment. This is the company's Magnetic Card Selectric Typewriter.

Good planning and clear instructions pay divider

by Eric Fordham

It is generally accepted that word processing is a total system, and for this reason alone it would be wrong for any potential user to evaluate the component parts of the system in isolation. These components include the dictation system, automatic typewriters, copying systems, the stationary and the operating programs.

In a large organization the users' main point of contact with the system is invariably the dictation process, and very often the whole success of the operation may stand or fall by the effectiveness of this part.

Reliability, quality and flexibility are the main features which users seek. In the forefront of the contenders for this market are Philips, IBM, Grundig, Assmann, Dictaphone and Agavox. The merits of dictating equipment as a productivity aid are well established, with the broad choice being between single desk top machines or a centralized system.

Desk top equipment (IBM has a considerable advantage being in the typewriter and copying markets as well). Olympia is the only manufacturer with a similar spread of interest but with less muscle at the automatic typing end. Dictating machine manufacturers like Grundig and Philips offer a large range of machines and systems backed by an experience based on many years' experience.

In addition to the desk-top machines there are an increasing number of pocket dictating units which can be used away from the office. These units are favoured by specialists, such as maintenance engineers and building works superintendents, whose reports on tape must be acceptable to the word-processing system.

Centralized dictating systems to which access is made by private wire or the PABX offer probably the greatest productivity gains; but the system must be large enough to do this. In a department which will suffer from inconsistent loadings, Dictaphone, Philips, Assmann and Agavox have a variety of advanced centralized systems recording on a range of media.

The main value of a centralized system is in a word-processing operation, however, is that the dictation loadings can be seen and controlled and the work allocated to typists and word-processing operators as required.

Assmann is a case of a well planned system, backed by clear and consistent instructions to users which will pay dividends in quality and quantity of output. One of the latest developments in the dictating or



Machines like the Olympia Oyez Legal simplify the endless typing, checking and re-typing of stereotyped c stultifying to secretaries in legal offices, where accuracy is essential.

word origin market is the Dictaphone Thought Tank. The executive using this system has on his desk a small telephone handset. The typist or word-processing operator has a control box and audio cable. Between the two of them is the housing which contains the Thought Tank's electronic controls and the continuous magnetic tape loop.

To dictate, the executive picks up the handset and starts talking. Just 12 seconds after he starts, the typist, warned by a light on her control box, can begin to listen to the dictation and to transcribe it. The typist never has to interrupt her work to collect recording media and she can start almost as soon as the dictation is created.

The continuous tape loop in the Thought Tank takes one hour of continuous dictation. However, as soon as the typist starts to transcribe she releases tape for recording. In practice, the tape never runs out. The executive can dictate knowing that his secretary is able to take action on almost immediately. Using a Thought Tank system one secretary is able to take instructions or dictation from as many as four executives.

The IBM microphone communication system has magnetic belt recording, with a 20-minute capacity and can also be used to take dictation from up to four executives already well entrenched in the business systems market. In-

For managers and directors away from the office, the Agavox Send System is used to connect the manager via the public telephone network into the company's centralized dictation system. Once connected, the Send system tone is used to control the dictation unit to record, stop, play back and so on.

The range of automatic typewriters has grown rapidly with IBM taking the lead for the number and variety of machines which include the S2C Correcting Typewriter, the latest S2M Memory Typewriter and the MCS2 Magnetic Card Typewriter. Each of these machines will provide substantial benefits in terms of output in a stand-alone operation or a multi-machine installation.

The other big challenger in the automatic typewriter market is UDS with a range of machines using either magnetic tape or punched paper tape as the recording medium. UDS claims that its latest machine, the UDS Scribona using dynamic memory and magnetic tape cassettes, is one of the most advanced pieces of hardware on the market.

Spery Remington joined the race earlier this year with four machines offering a choice of tape or card and single or dual operation. Spery Remington, like IBM, Olympia and Olivetti, is already well entrenched in the business systems market. In-

number of product areas. Kalle Infotec, as a relative newcomer, has already built up a number of important installations and with strong representation in both plain paper copying and facsimile transmission markets can put a good case for word processing as a total system.

The software, too, is very important and although most of the manufacturers provide valuable initial support in preparing text processing programs there is a growing number of specialists able to provide help in this area.

Education and support is particularly important in a new installation, and manufacturers have a heavy investment programme in hand to ensure word processing is well understood by all levels of management. Training officers as well as system specialists help the user team to get the new installation off the ground and ensure its essential high performance. One of the most recent specialized software packages to be developed for word processing is the scheme developed by Olympia and Solicitors Law Group for the legal industry.

A conference is to be held on July 11 at the RCL Lancaster Hotel, London, W2, to help to under the word processing industry. The industry is fast and involves the harnessing of advanced technology and systematic management to re effective administration at low cost. The conf is being organized by International Business Communications in association with Business Equipment Digest.

profession. This Olympia TE 3000 punched card pr meet the require retying, contr other legal forms. file contains and data an index of that the operator fill in the correct d manually.

When the draft approved, the TE 30 to type out the matically at 1,100 a minute on the co stationery with no of error. It is cla the £2,950 system w its cost in the fir

The final though word processing is ing it makes sense high speed does uc of messenger or someone is ready panned where sue the group and ensu the essential busine conveyors such as tube systems, belts ment lifts put com to be developed for word processing is the scheme developed by Olympia and Solicitors Law Group for the legal industry.

Business Equipment Digest.

THE ORIGINAL WORD PROCESSING COUPON.

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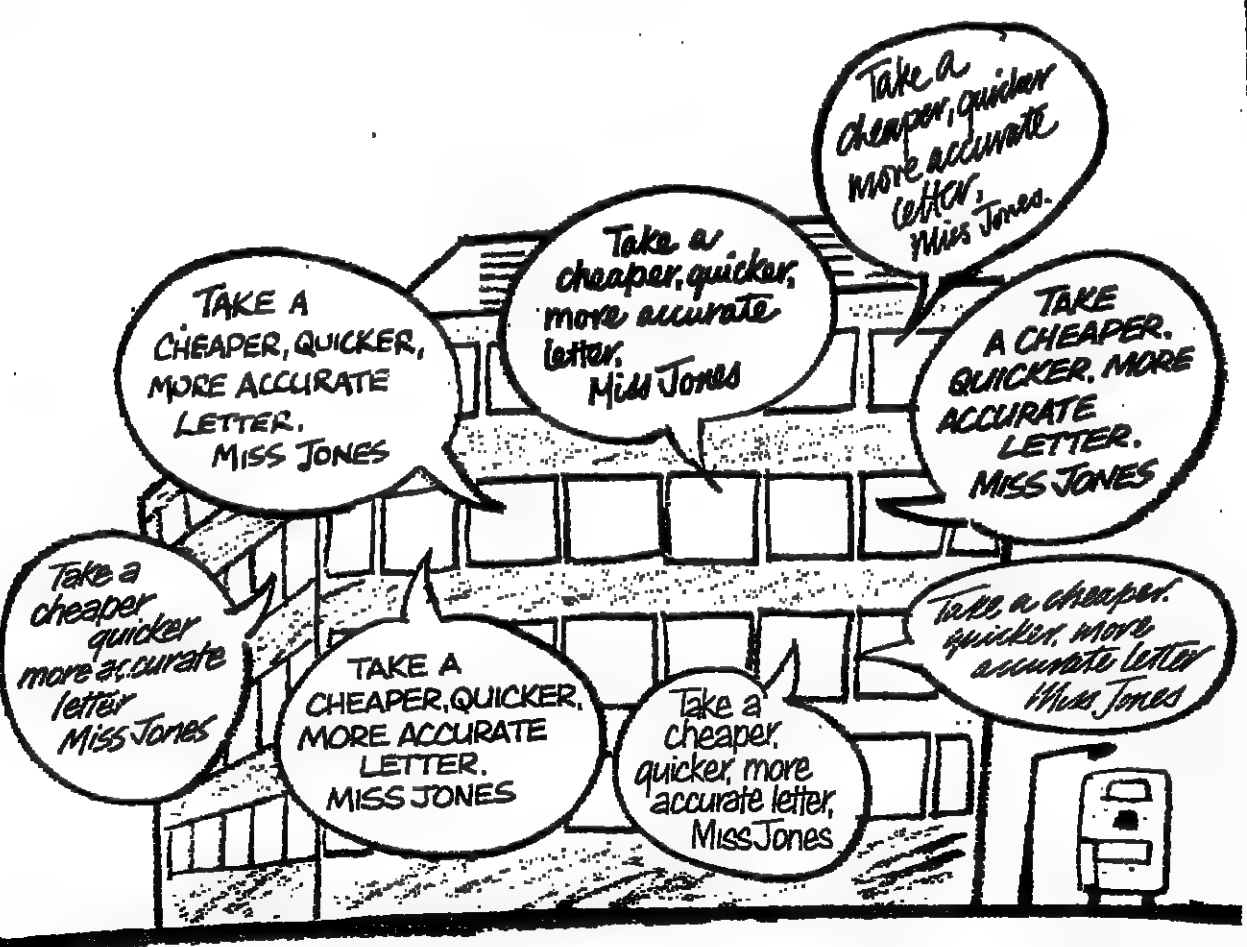
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S TIME THE CRISIS IS REAL

Today, drawing attention to the gravity of the economic crisis, it is time for politicians to take up the challenge of the union and combine the best of both into an emergency which both could do. It is time for advice to be very helpful, as it went it expressed which is certainly the international com- large. No one wants the money, still less Italian, to collapse. Almost at any rate in the alliance and especially European Community, to help Italy if they to help Italy is very keen to Italy, or to lead her Government.

What Italy and the world can afford, at this moment, is the leisurely ritual dance of an Italian ministerial crisis, followed by a caretaker "bathing-season" government whose only task would be to postpone all important decisions until Parliament reassembled in the autumn, at which point the "crisis" (in the technical sense) would be resumed. There is a real chance that before the real crisis, first economic and then political, would have swept away government, Parliament and all.

Let there be no misunderstanding. No one abroad is urging a military or fascist takeover. Either event would probably be the death-blow of the European Community, and would very seriously weaken the Atlantic Alliance. Precisely for this reason both Europe (which means above all the Germans) and the United States will, with heavy hearts, do whatever they can to bail Italy out. But the credit line is inexhaustible, and many private foreign "creditors" are already anxious to get their money out. We are uncomfortably close to the point where the Italian Government will be able to meet its obligations only by allowing either inflation or unemployment to reach politically impossible proportions. In other words, where Italy can no longer exist as a free society.

Which danger is the greater? That, in essence, was what the dispute within the Italian Government was about. The Socialists

gave absolute priority to the avoidance of mass unemployment. The other parties, following the advice of Count Ciriaco De Gasperi, insisted on restricting inflation by tough credit restrictions which, it is generally believed, would cause a rapid rise in unemployment.

Although the disagreement had been whittled down to a fairly small area before the Government fell, it is clear that it is a genuine and fairly fundamental one. The Socialists had gone as far as they could in sacrificing the aspirations of their supporters, and it may now be best for both them and everybody else if they go into opposition for a while. Ideally, perhaps one might hope for a "ministry of all the talents", stretching from trade union figures—who include Communists—to Signor Agnelli, the most distinguished representative of big business, which would obtain support from both trade unions, employers and overseas investors for a short-term emergency programme involving both wage restraint and greater fiscal justice.

But that is almost certainly a pipe dream. If only because there is no political leader—not even Senator Fanfani, after his disastrous miscalculation on the divorce referendum—with the authority to carry it through. Probably the answer will have to be a minority Christian Democrat government, giving its deflationary policy its progressive slant, as it can and hoping that Communists, Socialists and trade unions will have the civic sense to oppose it with moderation. For such a government Signor Colombo, who is highly respected in world financial and in European political circles, could well emerge as the most credible leader. But whatever emerges must above all emerge soon.

WRONG WAY TO CHANGE MANAGEMENT

array and the Trades Congress have no monolithic change in the structure of company country. All three parties have in the produced proposals for discussion, the common thread industrial institutions within a framework that requires of them to take their shareholders and just management in practice takes into account factors in reaching decisions. These include of the general environment of the national ere is a strong case that company law needed to reflect this, even, institutional way.

which is unconstructive and impracticable. He used strong language in declaring that the principles of worker representation only through accountable trades unions and of industrial democracy having to be an extension of trade union activity were "not negotiable". Although the link was not quite direct, it seemed to be implying that the suggestion that any law, trades unions should have the right to elect representatives to the boards of nationalized industries was also not negotiable.

If this is the case, Mr Murray is committing the TUC to a policy which is undesirable, even so far as the narrow interests of workers in the nationalized industries are concerned. Further, it is one which he would probably induce to regret. It is incidentally something of an illogicality, if Mr Murray and the TUC think that giving trades unions half the nominations to the board of an enterprise is desirable, that the proposal should be confined to the nationalized industry. An unfortunate inference might be

that the TUC considers that the nationalized industries would be the easiest ones to pick off first. There is a strong case always for considering ways in which consultative processes should be introduced or strengthened, where employees think that they are inadequate. It is also presumably in the interest of workers that their interests should be protected by their union, which should negotiate on their behalf. There may also be a case for saying that the interests of the workforce should in some way or other be represented on a board.

It is, however, offensive to logic as well as being practically absurd that all of these functions should be combined through the same instrument, the trades union. It is about as sensible as the suggestion that the board should nominate members to the executive committee of the union. Members of a board need to be responsible for their actions to some interest within the company. Directors nominated by unions in the way proposed by Mr Murray would be in the absurd position of having to negotiate wage settlements with themselves.

A closer inspection of the case law would have revealed a good example of this limitation to Mr Adamson's *Foreign Corrupt Practices Act* (1969) 2 Ch 106, the Court of Appeal held that pickets, who, being in dispute with one hotel, extended their picketing against a nearby hotel (which they genuinely believed was supporting the first hotel in the dispute) were not guilty of the tortious interference of their original dispute in making that extension.

The myth now being put about that the Bill would set workers free to picket and boycott on the rampage up and down the land is based upon ignorance of the limitation, for the Bill from the 1971 law, confining immunity to acts that further the original trade dispute. It is true, as Mr Adamson says, that the Bill defines trade dispute as including disputes arising "outside Great Britain". The reason for this is obvious. In the modern world of multi-national corporations and trans-national employers' power, there is an urgent need to establish a countervailing power of trans-national collective bargaining. The ability of unions to bargain effectively rests on their ability to conduct industrial action; therefore trans-national bargaining must allow for such action to take account of a community of workers' interests in associated economic enterprises, even if these lie on different sides of a national frontier.

EXTRA \$15 BILLION LAST QUARTER

many enemies of the money at home and the less menacing is growth of the Euro-dollar market. To most people, the abstraction is usable, which may be reasons why govern- and in other countries slow to grasp its and yet slower to in the most limited in its operations. By the Federal Reserve yesterday, the what little control of it, they nominally

ally like other forms of banking in the sense that on a slim basis of cash (in this case dollar deposits in the United States) an inverted pyramid of credit and deposits is erected. But, unlike normal banking, there is no lender of last resort to supply the banks with cash in the event of a sudden run on deposits, and there is now no direct control at all by a central bank of the cash basis of the inverted pyramid.

For these reasons the Euro-dollar market is both less stable and potentially more inflationary than normal domestic banking systems. It appears that the leading central banks have at last reached some informal agreement to prevent a chain reaction of major banking collapses in the Euro-dollar market. But the significant controls on the cash basis of the system are missing.

Thus, while only common bank- ing prudence limits the degree to which the Euro-dollar banks multiply new supplies of dollars from the United States into several times as many new Euro-dollars, the central banks have no power but to wait to see when a crisis of confidence comes and Euro-dollar depositors want their money out in the form of direct dollar deposits in the United States. The rate at which the Euro-dollar market has been expanding last year and this— even before the main weight of Arab deposits of the surpluses earned from higher oil prices has been felt—is alarming.

organizations did not produce information enabling a proper judgment of their efficiency in comparison with outside building contractors. More recently we have had a long correspondence with ministers and officials, under both the present and previous administrations, suggesting that local authorities ought to publish reports and accounts enabling a check to be made on the efficiency of their operations. All replies could be summarized in one sentence from the Redcliffe-Maud Report rejecting your own proposal. Such a step would be contrary to the declared aims of successive governments to transfer local authorities as substantially self-regulating bodies sub-

ject only to a necessary minimum of central control. Since the central government is now responsible for meeting 60 per cent of local authority expenditure, it is difficult to see how an inspectorate can be excluded from the "necessary minimum". An inspectorate could encourage greater efficiency, inform the public and tackle a form of corruption—the creation of operations and jobs on the basis of unsupported claims. Yours faithfully, MALCOLM MORFE, Head of Research, Aims of Industry, 5 Plough Lane, Fetter Lane, EC4.

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LETTERS TO THE EDITOR

Protection under trade-union law

From Professor K. W. Wedderburn
Sir, Mr Campbell Adamson (June 11) claims that it is a "myth" that the Trade Union and Labour Relations Bill would broadly restore the pre-1971 law regulating industrial conflict. His argument contains misunderstandings and myths of his own.

Showing disapproval of Greek regime

From Lord Caccia
Sir, On return from a visit to Greece, which I have known in peace and war for some 35 years, may I ask for your space to make one suggestion? It is that in our relations with Greece we should face the fact that nowadays unilateral gestures of HMG's disapproval such as the cancellation at short notice of a naval visit can have no effect on the regime. I am not here concerned to argue what regime may be the best for Greece, only our power to affect the issue.

London grammar schools

From Mrs Judith Stone and Mrs Felicity Taylor
Sir, The original decision to make London schools fully comprehensive was taken while the flying bombs were still falling in 1944. And yet the Conservative opposition to the ILEA are complaining that this policy is being "rushed through".

When we had the foremost fleet in the Mediterranean and sterling loans were needed to sustain the Greek economy, things were sometimes different. Now, though visits can still create good will, the Royal Navy is no longer on its own a deterrent force in those waters and it is we who need foreign loans to maintain a standard of living which we deem to be our due, but which we do not earn on current account by our own labours.

Indeed as seen from abroad we could more usefully concentrate on things which do lie within our power by putting our own house in order. To others, and to our friends in Greece and elsewhere in particular, it looks as if this should be a whole time job and, when on regime, one which is probably more than could be done by any party government and certainly not by a minority government.

Selection at eleven has long since been discredited and none of the supporters of the grammar schools has even attempted to produce any argument in its favour. How then can we justify the continuation of the voluntary aided selective schools, when we know that selective education is neither just nor effective in mobilising all our national resources of talent?

Indian nuclear test

From Mr John Maddox
Sir, Lord Chalfont is right (June 10) to say that the Indian nuclear explosion will sharpen interest in next year's review of the Non-Proliferation Treaty but wrong, I think, in his implied estimate of the virtues of the treaty among the nations on "the nuclear Pandora's box".

Almost from the beginning, the Indians have protested that the treaty is unjustly asymmetrical. Non-nuclear powers must put up with international inspection of their nuclear "installations": nuclear powers are exempt from this indignity and can, moreover, continue testing weapons.

Let the socialists do their worst. They cannot go beyond the withdrawal of financial support without committing some monstrous act of tyranny. In the longer term it will not just be parents but the nation itself which will be grateful to the grammar schools if they now show courage, as Churchill said, in the sovereign virtue.

For these and other reasons, it has always been clear that the Non-Proliferation Treaty cannot last indefinitely, or even for very long, in its present form. Among the concessions by the nuclear powers to those non-nuclear states which complained of the draft treaty's asym-

metry, the nuclear powers eventually agreed (in the preamble) to negotiate "the discontinuance of all test explosions of nuclear weapons for all time" and in Article VI to negotiate "effective measures relating to the cessation of the nuclear arms race at an early date and to nuclear disarmament". The review specified by the treaty for next year is intended to ensure that the "purpose of the preamble and the provisions of the treaty are being realized".

Let the socialists do their worst. They cannot go beyond the withdrawal of financial support without committing some monstrous act of tyranny. In the longer term it will not just be parents but the nation itself which will be grateful to the grammar schools if they now show courage, as Churchill said, in the sovereign virtue.

Making truth actionable

From Mr A. H. Thornhill
Sir, What a pity Mr Robert Taylor, Chairman of the Guild of British Newspaper Editors, describes the Rehabilitation of Offenders Bill as having "all the makings of a rogues' charter" (Letters, May 27).

It is high time responsible people realized that once a man has paid his penalty for an offence, it is not only in his, but the public's, interest that he should be allowed to make a new life as a useful citizen. The Catholic Social Service for Prisoners knows only too well how vulnerable a man's rehabilitation is when the offence he is trying to live down can for ever be thrown up in his face. The Society believes that the constructive human virtue of forgiveness is a more powerful force for good than the persecu-

months, the rehabilitation period is 10 years, and seven years for shorter sentences. Where a non-custodial sentence is imposed the period is to be five years. Subject to many exceptions a spent conviction may not be referred in court proceedings and any question put to a "rehabilitated" person, or any other person about him relating to his past, whether in or out of court, shall be deemed not to relate to his spent conviction.

Irish Catholics

From Mr Philip Pantier
Sir, Dom Christopher Jenkins (June 8) voices the thoughts of many English Catholics. We do not deny Irish Catholics the right to live in their country; but we think it strange that this love should seem to blind some of them both to the norms of natural justice and to the moral imperatives of our common faith.

It is high time responsible people realized that once a man has paid his penalty for an offence, it is not only in his, but the public's, interest that he should be allowed to make a new life as a useful citizen. The Catholic Social Service for Prisoners knows only too well how vulnerable a man's rehabilitation is when the offence he is trying to live down can for ever be thrown up in his face. The Society believes that the constructive human virtue of forgiveness is a more powerful force for good than the persecu-

months, the rehabilitation period is 10 years, and seven years for shorter sentences. Where a non-custodial sentence is imposed the period is to be five years. Subject to many exceptions a spent conviction may not be referred in court proceedings and any question put to a "rehabilitated" person, or any other person about him relating to his past, whether in or out of court, shall be deemed not to relate to his spent conviction.

Tax and brain drain

From Professor D. S. Lees
Sir, I don't want to get involved in political squabbles: I find them uninteresting and try and do my bit whichever party is in power. But it simply isn't enough to say "good riddance" to Professor Harry Johnson (Mr R. W. Haywood, Letters, June 7). For a long time there has been general agreement on two simple propositions—that the most important natural resource of Britain is brains and that effective use of brain power is fundamental to our economic and social well-being.

It is high time responsible people realized that once a man has paid his penalty for an offence, it is not only in his, but the public's, interest that he should be allowed to make a new life as a useful citizen. The Catholic Social Service for Prisoners knows only too well how vulnerable a man's rehabilitation is when the offence he is trying to live down can for ever be thrown up in his face. The Society believes that the constructive human virtue of forgiveness is a more powerful force for good than the persecu-

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Army or university

From Mr Piers Dixon, Conservative MP for Truro
Sir, "Three years as an Army Officer, 50 top industrialists give you the answer" (the advertisement in your paper (June 7), "can equal three years at university". What are three years at university as such worth? Nothing.

It is high time responsible people realized that once a man has paid his penalty for an offence, it is not only in his, but the public's, interest that he should be allowed to make a new life as a useful citizen. The Catholic Social Service for Prisoners knows only too well how vulnerable a man's rehabilitation is when the offence he is trying to live down can for ever be thrown up in his face. The Society believes that the constructive human virtue of forgiveness is a more powerful force for good than the persecu-

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Sole producers

From Mr James Turner
Sir, In yesterday's newspaper I read two reports regarding loss of industrial production. The first stated that the Fibreboard plant in Britain, without its supplies users of the chemical are left in a precarious situation.

It is high time responsible people realized that once a man has paid his penalty for an offence, it is not only in his, but the public's, interest that he should be allowed to make a new life as a useful citizen. The Catholic Social Service for Prisoners knows only too well how vulnerable a man's rehabilitation is when the offence he is trying to live down can for ever be thrown up in his face. The Society believes that the constructive human virtue of forgiveness is a more powerful force for good than the persecu-

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Deprivation of woman

From Mr Rogister Morley
Sir, Mr Peter Hain (Letters May 30) is mistaken in thinking that the civil of creating a man as second-class citizen because he is coloured is unique since "it is applied automatically". Women in Muslim countries are also "automatically" deprived—and of their souls as well. I am, Yours etc, ROYSTER MORLEY, Saville Club, 69 Brook Street, W1.

It is high time responsible people realized that once a man has paid his penalty for an offence, it is not only in his, but the public's, interest that he should be allowed to make a new life as a useful citizen. The Catholic Social Service for Prisoners knows only too well how vulnerable a man's rehabilitation is when the offence he is trying to live down can for ever be thrown up in his face. The Society believes that the constructive human virtue of forgiveness is a more powerful force for good than the persecu-

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HARMONY GOLD MINING COMPANY LIMITED

(Incorporated in the Republic of South Africa)



COMPANY ANNOUNCEMENT DISTURBANCES AT NOS 2 AND 3 HOSTELS

The directors announce that the mine is returning to normal today after the disturbances by black employees at Nos. 2 and 3 Hostels, Harmony, which began in the evening of Sunday, 9th June, 1974. There was no production from Nos. 2 and 3 shafts yesterday.

The disturbances arose from wage grievances and, after careful investigation, substantial general wages increases—additional to increases averaging 10 per cent awarded to all black employees on the preceding Thursday—have been granted.

The directors regret that four black employees were killed in the disturbances and twenty were admitted to hospital.

Registered Office:
63, Fox Street, Johannesburg.
Tuesday, 11th June, 1974.

American special negotiator talks to Vanya Walker-Leigh

Trade Bill 'may be approved by the autumn'



Mr. William Eberle.

Mr. William Eberle, special United States representative for trade negotiations, is optimistic that the American Trade Bill will be approved by Congress some time between late next month and mid-September. He also says he thinks that Gatt multilateral trade negotiations are likely to start in earnest in October.

At the Paris symposium on energy and raw materials Mr. Eberle told delegates that he was "quite hopeful" about passage of the Trade Bill, but he told me that the "real turning point" was during the weekend when Dr. Henry Kissinger "won broad support inside the Senate foreign relations committee for trade concessions to the Soviet Union despite its restrictive emigration policies".

The Bill—the Trade Reform Act of 1973—was passed by the House of Representatives last December, but has since been delayed in the Senate finance committee by opposition to President Nixon's insistence that the Bill give Most Favoured Nation (MFN) trade treatment to the Soviet Union.

Broad support has emerged for an amendment by Senator Henry Jackson, whereby such status would be withheld from the USSR unless it stops restricting emigration and harassing of emigrants.

But in recent weeks another proposal has emerged, which according to Mr Eberle could

"be a source of inspiration" for a compromise between the Senate and the Administration. This proposal, put forward by Senator Gay Nelson of Wisconsin, provides that the President could grant MFN treatment to Russia but Soviet emigration policies would be reviewed by Congress after 18 months.

If Congress considered these policies unsatisfactory, trade concessions would be withdrawn.

Mr Eberle sees the Tokyo Round producing a series of agreements over two years, rather than one massive package as the end. Some agreements would cover whole industrial sectors, others individual food products, like wheat; while others would provide for a big reduction of trade barriers and better "safeguard" mechanisms whereby countries impose import controls for balance of payments reasons.

He hoped that China and the USSR, which are not Gatt members, could be "associated in some way" in discussions of matters of particular interest to them, like wheat.

However, immediate major

priorities for agreement are oil and food products. Most oil-producing countries are not Gatt members, he said, "but they develop their economies they will need increasing access to developed countries' markets for their non-oil exports."

"I hope they will see that it is in their long-term trade interests to agree to ground rules governing security of supplies and the use of export controls on oil."

Mr Eberle made clear that the United States opposed the French proposal to discuss oil and energy problems in the United Nations, affirming that "GATT is the logical place to take action on trade". However, the United States did not rule out an international oil agreement concluded outside both the Gatt and the United Nations framework.

As regards food, the United States hopes that principles governing world food trade can be established by the United Nations World Food Conference in Rome next November. The United States strongly supports the concept of world food security.

NOTICE OF REDEMPTION

To the Holders of

Continental Oil International Finance Corporation

9½% Guaranteed Debentures Due 1985 Issued
under Indenture dated as of July 1, 1970

NOTICE IS HEREBY GIVEN that pursuant to the provisions of the above-mentioned Indenture, \$2,500,000 principal amount of the above described Debentures have been selected for redemption on July 1, 1974, through operation of the Sinking Fund, at the principal amount thereof, together with accrued interest to said date, as follows:

DEBENTURES OF \$1,000 EACH

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Mr Cube, M.I. Mech.E.

You probably think of Tate & Lyle as simply the sugar people.

If that's the case, Mr Cube would like to change your mind.

Because Tate & Lyle's shipping, warehousing and distribution, commodity trading, road transport, bulk liquid storage and engineering actually account for *more* profit than the traditional sugar refining.

Of course, every one of these activities has been a natural development using the skills that come to Mr Cube from growing, buying, transporting, storing, refining and distributing his sugar.

He became an engineer, for example, because of the need first of all to maintain, and then to build, Tate & Lyle's sugar processing machinery. This expertise expanded and today Mr Cube is not only a major manufacturer and exporter of equipment and systems, but is active in general engineering and even specialised shipbuilding.

You need have no fear, however, that Mr Cube will neglect his sugar duties for the nuts and bolts of engineering. He will continue on your sugar packets. But his blue print for Tate & Lyle's future means development of *all* his skills.



**TATE
+
LYLE**

Out of sweetness came forth strength

Shipowners 'back Maplin scheme'

By Peter Hill

Increasing support from shipowners for the creation of a seaport at Maplin will be cited by the Port of London Authority in forthcoming discussions with the Government on the project.

The PLA's revised plans now centre on the construction of deep-sea container berths together with a number of short-sea berths to be operational by 1978. The whole Maplin project is under review by the Government and the PLA is vying with the British Transport Docks Board for the location for the next container development.

But yesterday Mr John Lunn, director general of the PLA, reaffirmed the PLA's con-

viction of the need for Maplin to be developed.

He added that whatever the outcome of the Government's review the PLA would "never give up Maplin".

The PLA has submitted a discussion document to the Government and the National Ports Council on its plans for Maplin. A more detailed submission for approval of the project will depend on the outcome of the Government's review, particularly the provision of improved road and rail access.

Mr Lunn, speaking on the eve of today's publication of the Maplin Development Authority's report, said: "We are very pleased with the customer support we have got for Maplin and the need for Government support."

He said leading container

operators from four countries were expressing interest and the PLA had provided quotations to 17 shipping companies.

The PLA, which wants two deep-sea container berths and three short-sea berths operational by 1978, claims that the cost of providing these would be between £30m and £40m, depending on the amount of land reclaimed for industrial development. It is talking in terms of injecting some £10m of its own funds into the first stage and reckons that the cost of improving rail and road connections—to be borne by Government—would be some £20m.

Further development of facilities, principally an oil terminal, will be dictated largely by the oil companies' own forward planning but the PLA emphasized

that refinery capacity on the Thames estuary was being doubled.

PLA officials estimate that national container movements to and from the United Kingdom will at least double by 1980 as a result of increased containerization of existing routes and the switch to containers by lines operating services to South Africa, the Caribbean, South America and New Zealand.

Mr Lunn said: "Maplin is a unique geological site. It is in the right place and is God's gift to Britain. I know of nowhere in the world where the development could be done as cheaply or advantageously. It is also face to face with the industrialized parts of north-west Europe. We shall never give up. It will come. One day the blinkers will come off."

EEC retains gloomy view of British

From Roger Berthoud
Brussels, June 11

The economic experts of the European Commission are not being much less pessimistic than in January about short-term trends in all EEC member states except Britain.

In an internal document which will be discussed with national experts tomorrow, they predict an overall balance of payments deficit of 9,900m units of account (about £4.455m) for 1974 for the Community as a whole, against the 18,000m deficit predicted for the United Kingdom.

But for the United Kingdom the projections for 1974 continue to be black: a 14.5 per cent inflation rate, a reduction of 1.4 per cent in gross domestic product and a balance of payments deficit of 7,400m units of account.

VW and Audi to merge outlets

In an attempt to boost sales in the United Kingdom, Volkswagen and Audi NSU have announced that their dealer networks are to be merged into a new franchise with more than 400 outlets.

The scheme is expected to be completed before the new Volkswagen "mini" car is launched in the United Kingdom.

Volkswagen acquired a controlling interest in Audi in 1964 but in the United Kingdom most dealers have operated separately. At present there are 240 VW dealers and 210 Audi NSU dealers, of which about 40 already hold dual franchise.

VW considered the move important enough to fly all United Kingdom dealers to Germany to hear details of the scheme.

Recovery seen in level of business confidence

Many British industries were in difficulties and before the end of the summer might need the help promised by the Chancellor of the Exchequer in an autumn Budget, Sir Patrick Reilly, the president of the London Chamber of Commerce and Industry, said yesterday.

But, Sir Patrick said, surveys undertaken by the Chamber revealed that business confidence had begun to recover after the three-day week. The surveys had also shown that it was still very difficult to assess any clear underlying trends even in the medium term and there was widespread uncertainty about the long-term situation.

A great deal depended on industrial peace and restraining wage increases. If this

could be done, he said, there need not be too much despondency about the future.

There had probably been some over-reaction to the three-day week. Production levels had actually been higher than many would have expected and management-labour relations had achieved a degree of harmony that day had long hoped for.

Sir Patrick said the Chamber's surveys had disclosed that 85 per cent of industrial and commercial firms approached had supported continued membership of the European Economic Community.

He said it was an illusion to think that if Britain were outside the EEC she could negotiate a free-trade agreement. Outside the EEC, Britain would have less pull and carry less weight than inside.

CBI chief on plight of managers

Mr Campbell Adamson, director-general of the CBI, last night called for better deal for Britain's managers. He attacked the wingeing rates of taxation on the middle level of incomes "not only when industrial managers have to bear greater responsibilities and face greater difficulties than ever before, but also at a time when the country most needs the results of their work."

Managers were expected to wrestle with the problems of statutory pay and price controls, to pay special attention to the needs of customers and shareholders. At the same time they received almost the lowest remuneration in the western world.

Mr Adamson was speaking at the annual dinner of the British Secondary Metals Association.

Saudi pact could raise UK prices

By Roger Violeux
Energy Correspondent

British oil companies have started preparing their case for higher oil product prices after the interim agreement that gives Saudi Arabia a 60 per cent interest in the oil concessions of the American-owned Aramco consortium.

The agreement, similar to that concluded in Kuwait, will fix the price of Saudi oil lifted by the four United States partners in Aramco until the final participation agreement is signed later in the year.

Sheikh Ahmed Zaki Yamani, Saudi Arabia's oil minister, said last month that agreement had been reached in principle for a new type of participation pact specially suited to the needs of Saudi Arabia.

Movements in British oil prices also depend on conditions

in other leading Middle Eastern oil-producing countries.

Kuwait is still negotiating the buy-back price the companies will have to pay for the state oil acquired under a sixty-fifty participation agreement, but it is thought the Kuwaitis have been pressing hard for a buy-back price equivalent to 95 per cent of posted prices.

The position of Iran is still uncertain. The 20-year sales agreement with a consortium of leading oil companies ensures that Iranian oil prices are not lower than those on the Arab side of the Gulf. Some oil sources think Iran will wait until Kuwait has reached a final buy-back figure.

So far British oil prices have made no provision for the additional costs that will be sustained through participation. Like most European countries, Britain has told the oil compa-

nies that it will not entertain any provisional price increases until it sees the terms of the participation pacts.

If Saudi-type participation was adopted throughout the Gulf, it seems likely the companies would ask for an extra 2p to 3p a gallon across the board on all products. Petrol would probably go up by another 5p a gallon.

The interim agreement is backdated to January 1 and it is thought that the Saudis have agreed to accept 93 per cent of the posted price of \$11.651 a barrel.

This means that the four American partners in Aramco—Exxon, Texaco, Standard Oil of California and Mobil—will have to pay up to \$3 a barrel more for 35 per cent of the country's output. Backpayments will run into millions of dollars.

NVT chief ready to serve writ on Meriden

By Clifford Webb
Midlands Industrial Correspondent

Mr Dennis Poore, chairman of Norton Villiers Triumph, is expected in the next few days to serve a writ on the leaders of the workers' cooperative occupying Triumph motor cycle works at Meriden requiring them to give up possession of the plant and firm worth of completed motor cycles.

A final attempt is being made to persuade the cooperative to release the motor cycles voluntarily before they are ordered by new American regulations. Ninety per cent of the machines are for the United States market.

A meeting was set for yesterday but postponed at the last minute. It is understood the cooperative was requested to give up the machines voluntarily because Mr Geoffrey Robinson, managing director of Jaguar and a key figure in the cooperative's negotiating team, was not available.

A further attempt will be made to hold the meeting today. Sources close to the company said last night that if the meeting did not take place or if the cooperative again refused to release the machines they have held for nine months, the writ would be served. The writ has been obtained two months ago, but refrained from using under pressure from Mr Wedgwood Benn, the Secretary of State for Industry.

A NVT spokesman said: "We are not prepared to wait much longer for the completed motor cycles to be released."

Drop in value of building orders

The value of new building orders fell in the first three months of this year, according to the Department of the Environment. At constant (1970) prices and seasonally adjusted, the figures showed a 37 per cent fall from the first quarter of 1973 and a 15 per cent drop on October-December.

The orders totalled £1,441m—£495m for housing—compared with £1,570m for the same period last year and £1,495m for the final quarter of 1973.

Council housing orders in constant price and seasonally adjusted terms were up 11 per cent on October-December but slightly down on the first quarter of 1973.

Private housing orders fell by 22 per cent from their fourth quarter level in 1973 and by 56 per cent from the high level in the first quarter of 1973.

LETTERS TO THE EDITOR

Labour Green Paper: the Meriden idling

From Mr Leslie Buckfield, Labour MP for Newton.
To many of us, Labour's recent Green Paper "The Community and the Company" included a good discussion of the possibilities for workers' involvement in management. But it lacked teeth.

A request for financial assistance to create a workers' cooperative to run the Triumph motor cycle plant at Meriden is presently being considered at Cabinet level. For less than £5m we could give the Green Paper a trial run.

When in March, 1973, Christopher Chataway, as Minister for Industrial Development, put £4.8m into a new Norton Villiers Triumph company, to merge the Triumph and Norton Villiers, the men at Meriden had hopes for their future.

After all, Meriden was making nearly three-quarters of British motor cycle output, and a company report in 1971 had recommended the concentration of manufacture at Meriden instead of Birmingham, Small Heath.

In September, when Mr Poore announced his intention of going back to Birmingham, Meriden decided to fight. The workers gave their support to a proposal to form a co-operative, put forward by Bill Lapworth, Coventry district secretary of the Transport and General Workers' Union and myself.

Negotiations were long and hard and eventually agreement was reached on a phased scheme, under which we would acquire the plant but just before the election, Mr Poore announced

that financial difficulties would prevent this and that if we wanted to proceed, we would have to buy the plant forthwith.

Thus it was that the incoming Secretary of State for Industry found a request for financial assistance on his desk, and soon sent assessors to Meriden for further study.

The detailed submission departs slightly from some of the suggestions in the Green Paper, but with its two-tier board structure and management by senior stewards, contains the essential elements of the proposed "trade union co-operation".

The Meriden proposals contain three unique ingredients. First, the workers, of whom many still face the financial hardships of picking up the pieces of a broken business, could have found other jobs in Coventry. This is the factory of Geoff Duke and Mike Hallwood, where families have made major bikes, man and boy.

Second, there exists in the United States, a guaranteed market. Most dealers have seen no Triumphs since last August, and fear a complete Japanese monopoly.

Third, the legend of the Triumph "bullet" is not a gadget-ride, half-million a year, computer-made bike, but a machine produced by craftsmen, whose superb handling is appreciated by experts.

The workers at Meriden have shown a willingness to go on strike, and they are ready for restarting production. Though their proposals may be novel and there may still be difficulties to be overcome, the Triumph at Meriden there can

be lessons for workers all over. This is why the Gov should let the cooper ahead.

LESLIE HUCK
House of Commons

From Mr Brian Parky, Sir. In spite of the expressed by many industrialists and the CBI to retain a national British unitary would submit that it is insuperable problems of loyalties if worker directed to recognize that democracy the control of the company should be separated from management of a company. I am greatly concerned over the proposal to appear to follow the lead of the TUC in its report on "Democracy and the Firm" that there is a third group should be represented on the board.

A company has respect not only to its employees shareholders but also outside community and of which it is a part. Therefore that the to should consist of three parts: representative interests of the employees shareholders and also side interests which are generally local, as trade associations, or of larger firms, the Gov itself.

BRIAN PARKY,
Scott Bader Company 1
Wollaton, Nottingham

Still sad saga of London phones

From Mr D. Zeitlin.
Sir, As a small firm with very limited staff but nevertheless engaged in a quite substantial business—we find it essential to be able to contact our overseas buyers the same day on which we have merchandise to offer them.

This morning (June 7) has been a normal one, as far as attempts to contact the Continent are concerned. Firstly, we tried approximately 20 times to dial the number on STD but on each occasion we were told by the gramophone records: "all lines to London are engaged". Then after long delays we succeeded in obtaining the 105 operator, who informed us that there was up to two hours' delay (yesterday up to four hours delay).

London is the leading international centre of the world for trade, but has strong competition from other markets both in Europe and other continents. No doubt other traders find themselves in the same situation. If we are to continue as

one of its principal entrepôts, it is essential that these endless and frustrating attempts to make contact with buyers should prove of more avail in the future.

Perhaps the Post Office could explain why the service is deteriorating month by month and what is being done to tackle the problems.

Yours faithfully,
D. ZEITLIN,
Seidler Fur Co.
Fur Trade House,
25 Leadenhall Lane,
London EC3V 2AA.

From Mr John Connell.
Sir, Mr T. L. Blew deserves our sympathy. London is indeed a telephone prison from which escape to the outer world becomes increasingly difficult.

However, it is still possible to use a telephone to make contact with some success. I am, Yours faithfully,
JOHN CONNELL,
Director, Export Drive Limited,
6 Old Bond Street,
London W1X 3TA.

Market rescue

From Mr J. Rayne-Davis.
Sir, The letter from I. Covell, published on shows considerable concern regarding the objectives of research.

Research cannot create a perfect product. It is a thing that has ever in it created. Its fundamental purpose is to discover the of the buying public's duct, or service, and to this quite dispassionate search has ever in it a term in the marketplace.

Any attempt to dis public's reaction by a agency or a manufacturer result in considerable loss to those who in a new product or service.

It is probably not any research can be one of powerful forces for saving consumer interests. Hence should not be being in opposition to a protection groups, but a complementary activity. JOHN RAYNE-DAVIS,
Davis Ives Associates,
Wetherby, Yorkshire LS

Hill Samuel Group

Results for the year to 31st March 1974

1 Sources of profit—after tax	1974 £000	1973 £000
Banking (after minorities and transfer to contingency reserve)	4,100	3,990
Insurance and shipping	2,868	2,715
Investment management	202	449
Exceptional exchange profits*	904	1,117
	8,074	8,271
Loan interest (after tax)	937	1,237
Group profit after tax	7,137	7,034

* Arising from movements in floating exchange rates in respect of currency loan capital and net assets of overseas subsidiaries.

The strength and diversity of the Group...

From the Statement by the Chairman, Sir Kenneth Keith.

This has been a year of great international uncertainty coupled with a variety of problems in the monetary field at home; there have been many pitfalls for wholesale commercial bankers and a period of reduced and difficult capital markets for investment bankers. In the circumstances I believe the Group's results can be regarded as very satisfactory.

The Strength of the Hill Samuel Group

We have benefited substantially from the innate strength, larger capital base and diversity of your Group as it is now comprised. Although it is still sometimes referred to as a merchant banking group, the insurance, shipping and other interests contribute very substantially to Group profits, and Hill Samuel Insurance & Shipping Holdings Limited is itself one of the largest companies in its own spheres in the U.K.

Your Group is now well spread internationally not only in banking, where more than half of its business is done in currencies other than sterling, but also in shipping and insurance services.

Financial Summary

	1968	1969	1970	1971	1972	1973	1974
Year to 31st March							
Total assets (£m)	275	437	572	696	768	999	1,278
Group disclosed profit after taxation (£000)*	1,579	2,697	3,073	2,794	4,352	7,034	7,137
Group disclosed profit after taxation (pence per share)*	4.70p	6.34p	6.60p	6.00p	9.33p	13.95p	12.73p
Dividends (£000)	1,008	1,322	1,746	1,746	2,039	1,870	1,916
Rate—gross pence per share	3.00p	3.11p	3.75p	3.75p	4.37p	4.59p	4.82p
Rate—net pence per share					3.21p	3.27p	

*excluding extraordinary items.

Copies of the Report and Accounts containing the Chairman's Statement in full can be obtained from the Secretary:

Hill Samuel Group Limited
100 Wood Street,
London EC2P 2AJ



BUSINESS NOTICES

READERS are recommended to take notice of the following notices before making decisions.

WINE BAR

West country wine bar proprietor requires partner/investor: £3,000 required. Opportunity for expansion. Telephone: (0225) 62117 or 62544.

FREE-LANCE AGENTS

Wanted: (1) Agents to sell Western goods. Experienced and sound. (2) Agents to sell Western goods. (3) Agents to sell Western goods. (4) Agents to sell Western goods. (5) Agents to sell Western goods. (6) Agents to sell Western goods. (7) Agents to sell Western goods. (8) Agents to sell Western goods. (9) Agents to sell Western goods. (10) Agents to sell Western goods. (11) Agents to sell Western goods. (12) Agents to sell Western goods. (13) Agents to sell Western goods. (14) Agents to sell Western goods. (15) Agents to sell Western goods. (16) Agents to sell Western goods. (17) Agents to sell Western goods. (18) Agents to sell Western goods. (19) Agents to sell Western goods. (20) Agents to sell Western goods. (21) Agents to sell Western goods. (22) Agents to sell Western goods. (23) Agents to sell Western goods. (24) Agents to sell Western goods. (25) Agents to sell Western goods. (26) Agents to sell Western goods. (27) Agents to sell Western goods. 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BY THE FINANCIAL EDITOR

Financing metal stocks at Johnson, Matthey

Johnson's previous financial figures had with trend slowing phoric to merely be one of the three in the final with the cost of stocks of precious metals, it was now the trend reversed. Most expected a downturn and of perhaps £14m, to the 15 per cent (as to 22.2p) since last year.



Mr. Michael Montague, chairman of Johnson, Matthey.

Fenchurch No fresh solution

If the independent board members of Fenchurch Insurance have a rival bidder waiting in the wings, it is high time that they told shareholders. For there is little in their latest report to Guinness's bid, improved offer to dislodge them from accepting the bid, Guinness's cash and share package is worth some 43p, with GP at 13.5p yesterday, indicating an exit price on Fenchurch's profits forecast of 12.5p.

While not overgenerous, this price is reasonably in line with any rating Fenchurch could expect as an independent group, and possibly more than it could maintain in current markets. Fenchurch does not appear to have any coherent philosophical stance on the merits of an all cash as opposed to a paper bid, on the one hand arguing that GP shares are unacceptable due to their volatility, on the other claiming that investors who opt for the cash offer will suffer a loss of income.

Reading between the lines the Fenchurch directors have not pushed for a full cash alternative as hard as they might because of the strained relations between the two boards. Arguably, this is the fairest way out for shareholders in any minority bid situation.

The independent Fenchurch directors have said little about how they would cope with the problems that will arise if the offer is refused. Already they have devoted considerable time to pointing out the unwholesome aspects of GP's influence in Fenchurch affairs, particularly the way in which the company's cash flow is being used to fund the parent company. Until a fresh solution can be found to the problem of control of Fenchurch, acceptance of GP's offer looks the only way out.

Yorkshire Chemicals Even pegging

Yorkshire Chemicals has appointed the market with its dramatic fall in second half margins and an outcome for the year of £3.24m, before tax against expectations of £3.5m or more. The company's share price fell 12p to 12.4p.

Some further margin erosion had been expected following that seen in the first half. A combination of fast rising costs and United Kingdom price restrictions could hardly have permitted anything else but the hope was that Yorkshire could use firm markets and high prices overseas to stop a good deal of the rot.

Nevertheless, they felt Lowe's new "ILF" would force the small business successfully from the increasingly rigorous and onerous reforms affecting the limited company. With the EEC pushing Britain towards a more open market, the company's structure and with greater disclosure and public accountability, being called for, these reforms were becoming increasingly irrelevant to the small company. The "ILF" is a possible way out of this net.

Of special interest, said a spokesman for Jordan's yesterday, "is the way in which Mr. Lowe has surmounted the problem of defining the limited and unlimited members by attaching unlimited liability to the office of director rather than to the ownership of shares."

In the event, profits went ahead by a mere 2 per cent in the second half on the back of a 2.5 per cent sales gain. Yorkshire certainly had a strong overseas performance in sales terms but the conclusion must be that dyes for man-made fibres are not commanding the sort of high prices that other chemicals are bringing.

Yorkshire last some production through the three day week which affected the second half through continuous process status must have helped, there, and customer requirements were also reduced during the period. But where, say, ICI was able to exploit a similar situation to dramatically beneficial effect by diversifying production overseas, Yorkshire had no such good fortune.

Meanwhile the raw materials costs spiral continues its upward course though at least United Kingdom selling prices were increased in March, just around the end of the financial year.

The projected £2.75m capital spending this year will probably be spread over the year, financed from cash flow and beyond that will probably call for some long term borrowing. The balance sheet can probably stand this but the question is whether the new capacity comes on stream before the expected downturn in world chemical demand shows through.

A 3/4 of 74 may well not be discounting all the uncertainty and a yield of 3.3 per cent is as good as the share.

Chamberlain Phipps Bucking the trend

Bearing in mind that Chamberlain Phipps's second half took in the three-day week, pre-tax profit growth of 31 per cent for the year, after a hefty increase in financing charges, looks a creditable performance. More so when viewed against growth of just over a fifth for the group at the interim stage.

The most encouraging feature was a sizeable improvement in overseas profits, which contributed £13,000 last year as against £10,000, raised the proportion of the group total from 6 per cent to 16 per cent.

Meanwhile the major shoe components division raised its profits from £0.85m to just on the £1m mark during a year that was not a notably good one for shoe manufacturers, which indicates some recovery in the moulding division following a sharp fall in its 1972/73 contribution. The general industries division, contributing 28 per cent of group profits saw a marginal improvement.

Order books are running at reasonably good levels in the opening months of the current year, and the situation has eased over raw material supplies. But one surprising feature of the latest results is the relatively dull profit performance in export markets, which contributed some 10 per cent to overall profits.

The group is making some encouraging noises about the current year but it should be remembered that despite its success in spreading trading risks outside footwear manufacturing, nearly half its profits come from that area. There appears to be some speculative element in the current rating of the shares due to recent disclosures in Court.

The Burton group, as heralded in its interim report last month, is taking drastic action to reduce losses in its Peter Robinson department store division. A programme to close down most of the larger regional stores built on unprofitably generous sales is well under way.

During the past few months the Peter Robinson chain has been slashed from 22 stores to six with closures taking place almost daily. The Top Shop younger fashion boutiques, many of which have been trading within Peter Robinson branches, have been placed under separate management and this chain is to develop independently.

The only store to continue to combine both names will be the recently refurbished Oxford Circus branch in London.

Many of the surplus stores have been sold at prices well over the 1972 valuation figures, according to Burton's joint chairman Mr. Raymond Burton and Mr. Ladislav Rade. Two branches have been handed over to Browns of Chester, a department store group acquired by Burton in 1961. One, at Norwich, is being converted into a type of Burton's emporium with five divisions represented — Peter Robinson, Top Shop, Orange, R. Ryan and Jackson the Tailor.

The decision by the Burton group to replace so many of its Peter Robinson stores with much smaller fashion boutiques will come as no surprise to other department store traders. All the companies have had to juggle with the difficulties of balancing turnover with new and sometimes inflated property values.

Burton's Peter Robinson division's problems became publicly apparent in 1971 when the parent company charged on its divisional accounts a loss of £35,000. The 1973 annual report revealed that losses had increased to £227,000 after charging a market rent of £528,000. This, however, was partially due to action on behalf of a new management team to

prepare, it was said, for future growth. Although no figures are published, the Top Shop young fashion sub-division is described as highly profitable. This, too, is well recognized by the main department store operators such as Sear's Holdings, which has been rapidly expanding its Miss Selfridge chain separately from its main stores. The House of Fraser has taken a similar course of action with its Way In boutiques which originated in Harrods.

In line with the general trend, Burton has been steadily developing Top Shop within established Peter Robinson stores. However, unlike the others, the group seemed to be unable to achieve the right mixture of new and old.

While the growth of new young-fashion chains is considered an important area for the future development of department stores as a whole, it is by no means the only one. There appear to be at least four broad paths of development. Stores can continue more

Why the stores are slimming down

or less along the traditional pattern of providing semi-luxurious environments and stylish products with a relatively high level of service. Some of the smaller groups such as Bental's of Kingston have proved such a formula can continue to work.

Alternatively, they can join the fast developing discount traders, or other sectors of retail trade, as the John Lewis Partnership has done with its Waitrose grocery chain. Or they can move out of town and set up smaller branches close in residential areas. Finally they can invest outside the retail trade altogether.

In practice, most of the big groups have used a combination of these methods. Debenhams, which numerically is the largest of the department store groups, has a declared policy to diversify into related retailing areas.

As part of this policy it acquired a water Bros (Provisions) chain of food supermarkets and off-licences last August and is now moving as

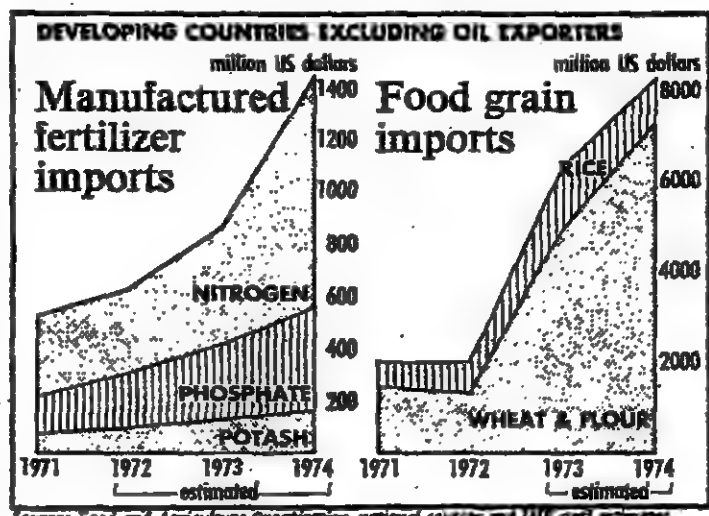
rapidly as planning permissions will allow into hypermarket-type development under the Scan name. Two of these new stores have already been opened, at Walkden near Manchester and at the Victoria Centre in Nottingham. Planning applications have been made for another two.

The House of Fraser which vies with Debenhams for the title of department store market leader, has also studied the possibilities of out-of-town hypermarkets. However, it is believed to have shelved the idea without a suitable partner experienced in food retailing and in view of the restrictions on obtaining planning permission.

The House of Fraser seems to have set its sights for store development largely in Europe, a policy which led to the unsuccessful takeover negotiations with Boots, which has a similar aim. The group has also developed in other ways by capitalizing on the value of its sites.

Patricia Tisdall

Massive rescue operation to save Third World economies



Source: Food and Agriculture Organization, estimated figures and IMF staff estimates

has been giving consideration to the Community's contribution and is expected to make recommendations to development ministers from the Nine when they meet in Luxembourg on Thursday.

A World Bank study of 40 developing countries suggests that they need an extra \$6,000m this year to pay for the same level of oil imports as in 1973, only a third of which they will be able to cover by drawing on their official reserves or using International Monetary Fund Special Drawing Rights.

World Bank estimates also indicate that the developing countries as a whole spent some \$5,200m on oil last year and will need \$14,900m for the same volume of oil imports this year. Indeed, if oil prices remain at present levels, the current account deficits of the developing countries, excluding the oil-producing states, could reach well over \$20,000m in aggregate, roughly double the annual deficit of recent years.

Even this projected deficit could prove to be a serious underestimate. The IMF research department calculates that many poorer states are facing probable increases in their import bill for basic foods comparable to the increase in their outlays for oil. Food grain imports into non-oil exporting Third World countries could possibly reach \$8,000m-9,000m in 1974. This is 20 per cent higher than in 1973 (when the extra food costs started to appear) but three times greater than in 1972 when the grain import bill amounted to \$2,800m.

Grains are the largest category of food imports accounting, until 1973, for around half of the total food costs. Despite their predominantly agricultural character, many developing countries (excluding oil producers) have, over the past two decades, moved from a position of

increase in Third World import costs. The first is the rise in freight charges which increased sharply as transportation capacity became strained in 1973. This helped to push up import unit values. The rise in oil prices will further raise freight charges, and thus the landed cost of imports.

In addition, against a background of food shortages, a deficiency in the supply of chemical fertilizer raises the spectre of a setback to farm crops in developing countries already being suffered. Imports of fertilizer by developing countries represent 35 to 40 per cent of world trade in these products. Their fertilizer import bill (including raw materials) rose from \$550m in 1970 to about \$1,000m in 1973.

At current price levels expenditure this year could rise to \$1,800m, despite considerable import cutbacks. Oil price increases, a lack of world productive capacity and the increased emphasis in recent years on agricultural development have all helped to drive up prices.

These facts illustrate the awesome magnitude of the problem that the United Nations emergency operation will have to deal with. Yet, there is concern lest even the inadequate programme now proposed should not be fully supported. It now seems possible that some of the Muslim oil exporters would rather channel their aid through an Islamic agency, Arab-African and Arab-Asian development funds have been mooted, but as yet they remain no more than a gleam in the Arab eye.

Many of the oil exporters have, of course, pledged themselves to support the oil facility

which is painstakingly being constructed by Dr. Johannes Witteveen, managing director of the IMF. This facility was initially intended largely to cater for the requirements of those industrialized countries worst affected by oil price increases. But the \$3,000m raised by Dr. Witteveen is absurdly inadequate for the needs of the rich states who require between \$50,000m and \$60,000m.

As a consequence, the oil facility may now be earmarked for the use of the developing countries. Additionally, the Council for Development Aid (one of the two new bodies expected to succeed the Committee of Twenty when it is wound up this week) will no doubt also be forced to concentrate on the immediate crisis.

Meanwhile, the World Bank, which more normally provides finance for the developing nations, has also been busy trying to attract the oil exporters' surplus cash, by selling them long-term bank bonds. Early last month, it was revealed that World Bank borrowings from the Middle East and Venezuela were nearly \$675m.

These efforts of the international agencies, both individually and collectively within the framework of the UN emergency programme, have now got the rescue operation into first gear. But top speed will be necessary to prevent the problems of the Indian sub-continent, tropical Africa, the Caribbean and parts of Latin America making the difficulties of Italy and other European countries appear insignificant by comparison.

Melvyn Westlake

Business Diary: Lowe's law a winner

recall seeing here details of a £200 media by Jordans, formation and lists, for the best of corporate vehicle, all business. Well, award was presented to Lowe's, a 25-year-old company and now at Newcastle.

es that, in future, company should be use of a new legal Incorporated Limited as an alternative to limited company's form. Jordans will the draft statute, that it will be a Parliament as a bill.

liamentary interest red by the fact that the Reform Club in yesterday by Stanley's. Under Secretary the judges included, MP, Gordon

Nevertheless, they felt Lowe's new "ILF" would force the small business successfully from the increasingly rigorous and onerous reforms affecting the limited company. With the EEC pushing Britain towards a more open market, the company's structure and with greater disclosure and public accountability, being called for, these reforms were becoming increasingly irrelevant to the small company. The "ILF" is a possible way out of this net.

Of special interest, said a spokesman for Jordan's yesterday, "is the way in which Mr. Lowe has surmounted the problem of defining the limited and unlimited members by attaching unlimited liability to the office of director rather than to the ownership of shares."

Bill and Benn Unless Anthony Wedgwood Benn for Tony as he now likes to be called by the trade union missions which almost daily pass through the portals of the industry department, makes up his mind soon, there is going to be some speculation about Bill (or Sir William Ryland, as he is called these days).

It seems that the reappointment of Sir William, the 60-year-old chairman of the Post Office Corporation (salary £22,750 a year) has still not been confirmed. Nor has that of his party, deputy Whip, Sir William, and Edward Fennelly, billings board member for telecommunications, is waiting to hear, too.



Stanley Clinton-Davis: presented the award

today from the department on whether Bill Ryland stays or goes. A Post Office man up from the ranks, the chairman was appointed three years ago after Christopher Chantway's sudden announcement that Labour's choice, one Lord Hall, a qualified surgeon with previously little known City connections was to resign in a blaze of publicity.

And, while discussing top appointments, there may be word soon on who is to be chairman-elect of the Monopolies Commission. But then, that is the province of Shirley Williams, Secretary of State for Prices and Consumer Protection.

All a mistake

After reading joyful tidings in Monday's letter from the Royal Bank of Scotland, shareholders in Chersonese (FMS) Estates may have been thinking of ordering a new suite of furniture. But they should first take note that the shares reverted yesterday to 24p "ex scrip" after Monday's 24p "ex scrip".

The letters from the Bank brought renounceable share certificates of three shares for every one held. This would have put the ex-scrip price at 181p, offering a profit of 61p if sold ex-scrip in the market.

But it was all a mistake. The bank's letter was in error, and should have confirmed the scrip offer of only one for every one held. When the market was told of this mistake, the jobbers stopped dealing and the Council suspended trading in the ex-scrip form.

bank hurriedly prepared fresh letters. The market maintains that no one dealt in the ex-scrip form. And anyone who did would find it hard to provide "good delivery". Fly...

Port battle

Whether they like it or not, the Russians may find themselves involved—at a distance—in the battle which has developed over the siting of the new United Kingdom container facility between the principal protagonists, the Port of London Authority and the British Transport Docks Board, which is rooting for Southampton.

John Lunn, the PLA's director-general, is off to Moscow at the weekend at the invitation of the Russian Deputy Minister of Merchant Marine for a two-week visit (some days of which will be accounted for by a return voyage aboard a Russian cruise liner).

Maplin is very much at the forefront of his mind, and although he will be concerned with a variety of issues concerning improving levels of Anglo-Russian trade through London, particularly general cargo and timber, there has been an encouraging increase in container traffic destined for Russia and onwards via the Trans-Siberian railway bridge to Japan, and in the reverse direction.

For the more immediate future the Russians are apparently keen to see passenger terminal facilities at Tilbury given a facelift. There are seven Russian cruise liners regularly docking at Tilbury carrying somewhere in the region of 18,500 passengers annually

Head Wrightson report a year of investment for the future

	1973-74	1972-73
Group turnover	£40,369,000	£33,056,000
Group trading profit	£1,562,000	£1,456,000
Group profit after taxation	£792,000	£998,000
Dividends per share	3.3075p	3.15p
Earnings per share	5.76p	7.27p

points taken from the Chairman's statement:

- Group trading profits increased from £1,456,000 to £1,562,000
- Steel stockholding interests expanded during a successful year
- Highest ever capital expenditure on plant and equipment
- Investment in Tees riverside site for North Sea fabrications and in the new National Nuclear Company through British Nuclear Associates
- Dividend increased for the fifth year in succession
- Order books buoyant. Progress should continue into 1975

Copies of the annual report and accounts will be available from: Head Wrightson & Co Ltd, The Finsbury Yarn, Cleveland TS15 9DA

HEAD WRIGHTSON

1973-74	1972-73	1971-72	1970-71	1969-70	1968-69	1967-68	1966-67	1965-66	1964-65	1963-64	1962-63	1961-62	1960-61	1959-60	1958-59	1957-58	1956-57	1955-56	1954-55	1953-54	1952-53	1951-52	1950-51	1949-50	1948-49	1947-48	1946-47	1945-46	1944-45	1943-44	1942-43	1941-42	1940-41	1939-40	1938-39	1937-38	1936-37	1935-36	1934-35	1933-34	1932-33	1931-32	1930-31	1929-30	1928-29	1927-28	1926-27	1925-26	1924-25	1923-24	1922-23	1921-22	1920-21	1919-20	1918-19	1917-18	1916-17	1915-16	1914-15	1913-14	1912-13	1911-12	1910-11	1909-10	1908-09	1907-08	1906-07	1905-06	1904-05	1903-04	1902-03	1901-02	1900-01	1899-00	1898-99	1897-98	1896-97	1895-96	1894-95	1893-94	1892-93	1891-92	1890-91	1889-90	1888-89	1887-88	1886-87	1885-86	1884-85	1883-84	1882-83	1881-82	1880-81	1879-80	1878-79	1877-78	1876-77	1875-76	1874-75	1873-74	1872-73	1871-72	1870-71	1869-70	1868-69	1867-68	1866-67	1865-66	1864-65	1863-64	1862-63	1861-62	1860-61	1859-60	1858-59	1857-58	1856-57	1855-56	1854-55	1853-54	1852-53	1851-52	1850-51	1849-50	1848-49	1847-48	1846-47	1845-46	1844-45	1843-44	1842-43	1841-42	1840-41	1839-40	1838-39	1837-38	1836-37	1835-36																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																																						
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